

# AMERICAN *Bee* JOURNAL

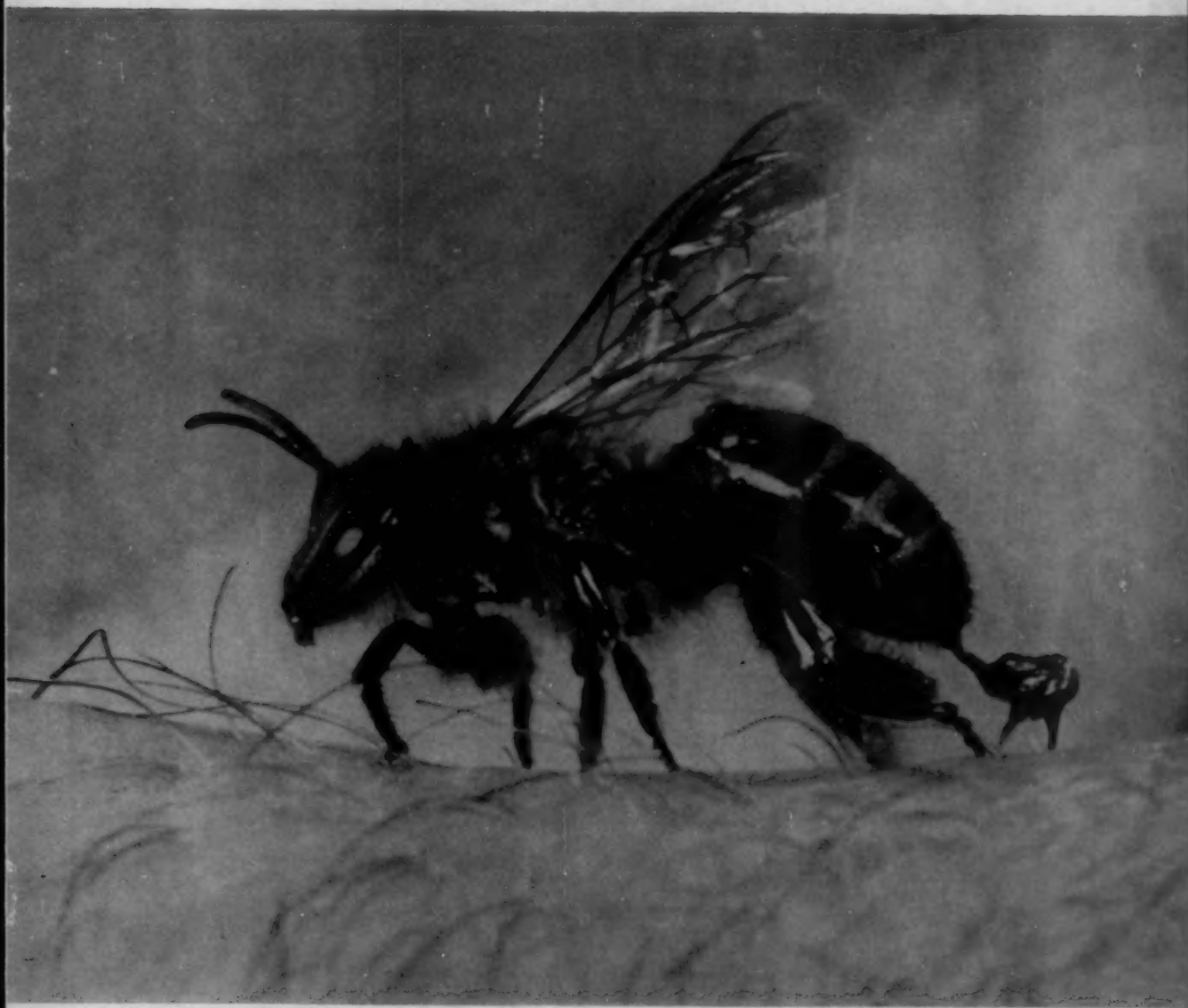


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Vol. 101

No. 10

October, 1961

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*The*  
**American Bee Journal**  
**Hamilton, Illinois**

Vol. 101, No. 10

October, 1961

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Ouch! Or has the "ouch" subsided, as it usually does when the bee's stinger sinks into its wound? We have no idea whether Treat Davidson used a sting "victim" when he took the picture or if he set the camera and let his friend trip the shot. Anyway its a good picture of a bee stinging.

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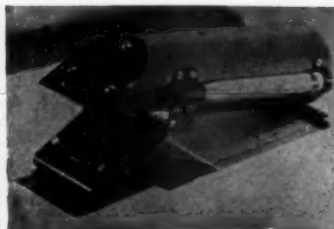
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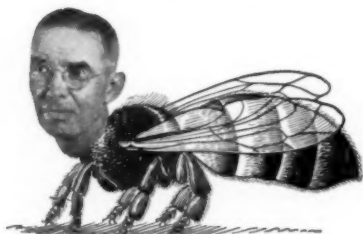
*Write  
for  
Prices.*

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## QUEENS

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Look For This Sign



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bee farm and rushed out daily from Clarkson  
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(Send for catalog—350 Listings)



J. D. Buss

# Marketing Ideas

Edited by JOHN D. BUSS, Hamilton, Illinois

## Opportunities Unlimited for Selling Honey

by ELLSWORTH MEINEKE

Yes, the opportunities for selling honey are really unlimited, just waiting for the men and women with the imagination, enthusiasm, and will to work.

We need our present system of co-ops and large packers to pack and distribute honey through the chain stores, but millions of Americans never have tasted honey. This leaves a field for the commercial producer who wants to develop a specialized market for his honey.

This market can be for special containers, unusual honeys, or honey products. There is a growing army of food faddists who want nothing to do with "store" honey that has been heated to retard granulation. These people want "raw" honey that is well ripened, carefully strained, and packed in a container with a wide opening for easy removal after the honey has crystallized.

Americans as individuals and as corporations are getting more and more gift conscious. An attractive jar of honey makes a good gift and an assortment of honey flavors an even better gift. From time to time we have packed gift boxes of assorted honeys, but have always found it difficult to locate good lots of unusual honeys. Want ads in the bee journals have not been effective and it has been necessary to work through editors, apiary inspectors and extension specialists to locate honey. The honey

classified ads could be worked into a market place that would be a great thing for the whole honey industry.

Honey products are another outlet for honey. Probably the lack of a steady, uniform supply of honey has done more to discourage bakers, confectioners, and other food processors in the use of honey than anything else. Supplying these people with the kind of honey they need could be developed into a good business.

The next step is to make some honey products. This is where imagination and resourcefulness come into play to develop good formulas for the chosen products. Probably the easiest things to work with are bakery products such as bread, cake and cookies. Other products are peanut butter, honey jelly, honey marmalade, honey candies, milk and honey shampoo, honey salad dressing, honey ice cream, beeswax candles, beeswax furniture polish, etc. The possibilities are truly unlimited.

Many of the items would make good gifts and can be used in combination with honey in gift packages.

Just as there is a great deal of work in merchandising bottled honey, there will be work and expense in selling any new products. Each individual will have to work out a system that fits his own conditions.

Here are examples to show what can be done. An Illinois concern packs a fancy breakfast package that in-

cludes pancake flour, bacon, jam, maple syrup, and a pint can of clover honey. Thousands of the cans of honey are used yearly. Gift business is so big that there are companies which do nothing but pack fancy food as gifts. Other companies serve big corporations in the purchase and delivery of gifts.

Gifts are not limited to Christmas but of course it is the big season. We have one large company that buys nothing at Christmas but sends a two-pound box of honey candy to its customers on Valentine's Day, Memorial Day, Fourth of July, and Labor Day. Some of the Christmas gift plans call for a different package to be mailed each month for a whole year. There are possibilities of supplying just honey for the big gift deals, or preparing whole packages that will be ready for a mailing label and stamps.

The Walter Diehnelt family of Menomonee Falls, Wis. is the outstanding example of commercial honey producers selling a wide line of honey and honey products, both retail and wholesale.

Our operation here at Meineke's Honey Farm is all retail. We have a line of honey candies which we have developed and if people like them they must come to us to get them. Most people who stop for honey buy some honey candy also, and most people who stop for candy buy honey, so one complements the other.



Honey in special containers for special occasions.



Honey candies and honey packed in layers; in fancy box.

The front of our shop has a sales room which is open every day except Christmas Day. Customers often travel a long distance and expect the retailer to be ready with a full line of merchandise at all times. Just back of the sales room is a room for dipping chocolates and packing candy, so someone is always available for quick service. Extracting and bottling are done in the rear of the building so the honey supply is always convenient.

Honey products should not be considered an outlet for off-grade honey. Quality products require the best honey. The best honey will usually—but not always—be the best grade of clover honey. In Europe where honey candies have been made for centuries, each kind of candy calls for honey from a particular floral source.

Artificial flavors for use in food products is a big business. We have many fine flavors put in honey by Nature and have only begun to find out how best to use them. We need more labeling of honey by floral source and more selection of honey for proper blending with other foods.

Results will vary with different people and places but our experience is that in a honey store people expect everything to have a connection with honey. There are, of course, exceptions. One fall we purchased tons of pumpkins and Indian corn for decorations. The piles of bright pumpkins were an eye catcher and—we sold them at a profit.

It is not necessary to produce or make everything sold in a honey store. As suggested there can be an interchange of honey of different flavors among beekeepers. Honey products can also be sold among the beekeepers so each will not have to invest in all the equipment for a large line of products.

For many — because of location, temperament, or other reasons—the



Mrs. Meineke and helpers in the candy and packing shop.

best expansion will be more bees, taken care of better. For those who have what is necessary, it could be profitable to develop some of the above ideas to fit your conditions. Any projects along these lines will benefit the whole industry by increasing the demand for honey.

Gift packages have been mentioned so often in this article because they lead to multiple sales of several articles in one package and also, the giver is paying for new people to try the new products.

Meineke's Honey Farm  
Palatine, Illinois

#### Directory of California Beekeepers

A directory of California beekeepers has been prepared by the California Department of Agriculture compiled from apiary registrations of forty colonies or more. The names are listed by county of residence. Copies may be obtained from H. L. Foote, Supervisor of Apiary Inspection, Department of Agriculture, Sacramento.

#### Canadian Support Level

The Government of Canada has

agreed to include honey under the terms of the Agricultural Stabilization Act. The Agricultural Stabilization Board proposes to pay on all graded extracted honey, produced in Canada and delivered to registered packers in the period from July 1, 1961, to June 30, 1962, the amount by which the average market price to producers is less than 13.5 cents per pound for number one white extracted honey sold in Canada.

(From Canadian Bee Journal, August)



Another candy pack with assorted sizes.



Ideas for honey candy boxes and honey containers.

# Marketing Honey With Special Reference to Florida

by H. G. HAMILTON\*

Honey is one of the minor food products in the United States. The per capita consumption, on the average, is about 1 1/4 pounds per year. This is only one-seventh the per capita consumption of corn sirup, but it is about six times the consumption of maple sirup. While production is general throughout the United States, only Florida—of the states east of the Mississippi River—consistently produces more honey than it consumes. The big surplus states besides Florida are California, Minnesota, Wisconsin and Iowa.

On the basis of preliminary results of a study being conducted by the Florida Agricultural Experiment Stations, Florida sold honey in 1955 in 28 states and in 1956 in 26 states. Approximately one-third of Florida's production was marketed in Florida and two-thirds in states and countries outside of Florida. States other than Florida in which Florida honey was marketed in large quantities were New York, Georgia, North Carolina, South Carolina and Michigan. However, some states east of the Mississippi River received very little Florida honey. Because the area west of the Mississippi River is surplus in honey production, very little Florida honey is sold in that area.

## Prices

Prices received for honey, both in wholesale and retail lots, vary widely between states. In 1958 prices in wholesale lots ranged from about 10 cents per pound in the Southwestern States to 18 cents per pound in New England. In general, honey prices were highest in the deficit states and lowest in the surplus states. Prices received at retail, like prices received in wholesale lots, varied greatly by states. Prices in New England were more than double the prices in the southwestern area of the country.

Based on the sales of Florida honey packers, the price of Florida honey varied greatly from state to state. It is not known whether the wide variation in price was due to the quality of the honey, or imperfection in the market, or some of both.

\*Dr. Hamilton is Head of the Department of Agricultural Economics at the Experiment Station, Gainesville, Florida.

## Pattern of Sales

The seasonal pattern of sales of Florida honey packers is closely correlated with the tourist trade. Sales are highest at the peak of the tourist season and lowest during the months of least tourist travel to the State. Packers sell approximately 83 percent of their filtered honey to chain stores, wholesalers and gift stands — the chain store outlet being 42 percent of total sales. However, chain stores were sold only 7.5 percent of unfiltered honey and wholesalers were sold about 42 percent. Sales to independent retail stores were of little importance.

Approximately 84 percent of the consumer pack of honey was sold direct and about 16 percent through brokers. In the case of bulk honey, about 98 percent was sold direct and 2 percent was sold through brokers.

## Cost of Packing

For representative firms the cost of packing plain honey ranged from 5.16 to 9.47 cents per pound; comb honey cost ranged from about 8 to 17 cents per pound. Such wide variation indicates that the cost of packing Florida honey can be lowered.

## Changes in Food Distribution

The conventional pattern of the food industry 50 years ago was one in which packers, processors and other forms of marketing firms at the production point, and wholesalers, jobbers and retailers in the terminal markets all handled the entire output of food. But today the jobber and wholesaler, as firms, have largely been eliminated for some products. The service which they performed in the past is now handled by the chain store warehouse. In 1958, 39 percent of the retail sales of food was handled by corporate chains and 45 percent by the so-called cooperative group. Thus, only 16 percent is handled by the independent retail store which is not affiliated with some other retailer. Not only has there been an elimination of many wholesale, jobbing and retail firms but also chain stores have exercised more control over the entire operation of marketing. In some cases products are purchased, processed and packed according to the specifications made by chain store buyers.

The reason for such changes in food marketing is probably due to techno-

logical advances which have enabled the food industry to better meet the wants of the housewife. The consumer (Mrs. Housewife) is in a strong bargaining position. Many years ago, the consumer went to market and made her purchases from what was available at the various retail stores, curb markets, et cetera. Today she makes out her shopping list before leaving home and insists on her store having everything she needs. In addition, she wants a convenient place to park, an air-conditioned store, and many other services which add to her comfort while shopping. She must be able to obtain her wants, not just on week ends or holidays, but every day in the week, and from 8:00 a.m. until 9:00 p.m. every day of the week. She not only wants a choice of products but she also wants high and uniform-quality products, and fair prices. In general, her concept of fair prices is entirely different from that of the economist. If she finds honey prices this year 25 percent higher than last year, she is dissatisfied. The fact that the honey crop may be 25 percent shorter is not considered in her analysis of fair prices.

In order to meet the wishes of the consumer, the retailer has made some radical changes in the way he deals with suppliers of products. It is particularly important to the retailer that he have a dependable source of supplies. He must also have uniform high-quality products. These two things are important in his merchandising efforts, and particularly important in advertising and uniform pricing for a group of stores.

It is desirable for any industry to be in a position to supply buyers in accordance with their needs, from the standpoint of both delivery and quality. If an industry is not able to meet these demands of retailers, it need not be surprised to find buyers looking to other fields for obtaining their supplies.

Some industries have attempted to meet the requirements of buyers through cooperative actions; others, through various kinds of marketing agreement programs. Under either cooperative marketing or marketing agreement programs, the matter of quality product, uniform quality and uniform supplies can be accomplished

easier than where individual action is the practice.

If an industry can create enough demand for its product, it is in a strong position to influence marketing margins and shelf space which is of great importance. Thousands of items in a super market compete for the consumer's dollar; therefore, shelf space and location of a product can have a big influence on sales. Marketing margins should be high enough to insure a profit to those who handle the product. This will encourage marketing people to push the sales of the product. But margins and shelf space are not obtained without responsibility. If because of a preferred demand for his product, concessions are made with respect to margins and shelf space, the supplier must see that his products are on the shelves at all times and at reasonable prices.

#### *Demand*

Not much is known about the nature of the demand for honey. A study made by the U. S. Department of Agriculture in 1955 indicates that there is considerable variation in honey consumption for different sections of the country. The number of families purchasing honey during one week in 1955 was 13.7 percent in the western part of the United States, but only 4.9 percent in the Northeast. In the South 6.2 percent of the families purchased honey and in the North Central States 8.0 percent. However, there was no definite pattern of purchases by income groups. About the same percentage of low-income families purchased honey as high-income families. Because honey is of minor importance in the food basket and there are a number of substitutes, it is likely that the demand for honey is fairly elastic. If this is the case, the commodity would probably gain from a well-directed advertising and sales promotion program. Furthermore, since Florida orange blossom honey is distinct as a honey, it has this additional attribute which favors advertising and sales promotion.

From the standpoint of a unique product and geographic location, the Florida honey industry is in a preferred position. More than 100 million people live east of the Mississippi River, and Florida is the only state east of the Mississippi that consistently has a surplus. Furthermore, it is the only state with orange blossom honey. It certainly appears that the honey industry would have much to gain from a well-organized marketing effort.



An inspector determines moisture in extracted honey.



Taste-testing for flavor and floral source.



Determination of color using color standards.

## ***Grade Standards a Yardstick for Measuring Quality Honey***

USD's honey grading service provides buyers and sellers in the honey trade with a valuable marketing device

\* \* \*

Honey grade standards, established by the Agricultural Marketing Service, furnish a yardstick for measuring the quality of honey. There are three grades for honey extracted from the comb. Grades A and B are for table uses; Grade C is for reprocessing.

When a request for inspection comes

into an AMS office, a qualified inspector goes to the packing plant or warehouse and takes samples. The inspection itself is usually performed in the USDA laboratory.

The honey grading service of AMS can provide buyers and sellers in the honey trade with a valuable marketing tool. It also allows consumers to buy confidently on the basis of U. S. grades.

—U.S.D.A. Agricultural Marketing Service

# Selling to Super Markets

by CARL KALTHOFF

In our first years of beekeeping, we produced section honey, and it was sold to our neighboring farmer friends. Several years later, having read in the bee journals that it was easier to produce chunk comb honey than sections, we decided to produce both chunk and section comb honey. We also bought an extractor, as it was necessary to have extracted honey to go with the chunk comb pack. When the season was ended, we found that we had a total of 900 lbs. of section, chunk, and extracted honey on hand to sell. This was in 1927, and the 900 lbs. had been produced by 13 colonies.

What confronted us was, where would we dispose of the 900 lbs. of honey? Having never produced more than a couple hundred sections up to this time, and having disposed of them readily to the above mentioned farmer friends, we knew that we would not be able to sell the 1927 crop of 900 lbs. to them. Instead, we decided to sell to retail grocery stores in the towns around about us.

In our first trip of selling to the stores, we learned that section and chunk comb pack sold readily, and for cash, but nobody would buy the extracted honey. We had a dozen 5 lb. tin pails of it on hand. We finally left it in a store on consignment, and sometime later had to pick some of it up. We had repeat orders on sections and chunk honey.

From that first selling experience to retail grocery stores in 1927, we decided to establish a route system of selling honey to grocery stores. At first it was slow work. A route that in later years could be covered in two days, took as much as four days to cover in the beginning. Every store was contacted in a town and sold some honey, some taking as little as a half dozen sections or half dozen jars of chunk comb. This did take time. After about two years of this we found that in the majority of towns some store was selling more honey than all the others combined, and we decided to have one store handle our honey in each town. By the late 1930's, routes that had taken as much as four days to cover, had now been reduced to two days, and to our surprise, we were selling more honey. We have continued this practice up to the present time.

Great changes, though, have taken place in the last five years in selling honey to stores. The independent grocery store has almost disappeared, and in their stead have risen the Super Market. Today we are selling more honey to Super Markets than to the remaining Independent Stores, and routes that took us two days to cover only a few years ago, are now covered in one day. The reason is, that the majority of small towns have been eliminated, because their sales



of honey have dropped steadily, whereas the larger towns, with the Super Markets have increased their sales. I would like to give an example: An independent merchant that I sold to for 25 years changed to Super Market operation in 1958. Since that time his sales of honey have increased three fold as compared to the 20 or so years of operation as an independent merchant. I believe the greatest thing that ever happened to the small producer-packer is the Super Market.

The question naturally arises: Why does the Super Market sell more honey? There are, I believe, two reasons. First, besides having a certain amount of shelf space always filled with honey, they put up displays of



Aisle display featuring "New Crop Honey."



Aisle display rack and neighboring shelf honey.

honey throughout the year. It might be a regular built-up display, or more often, carts full of jars of honey are located at strategic points in the store, so that a customer cannot fail to see honey as he passes through the store. This has been our experience with the Super Markets. Secondly, the aisles are wider in the Super Market than in the old Independent Market. Consequently, customers have more room to stand and look at items. It could be, of course, that Dr. Jarvis' book had something to do with the increase of sales in the Super Market.

In 1950, we started to sell to a roadside stand, and at the present time we are selling to five. These stands are seasonal, selling most of the honey in the fall. No regular runs are made to stands, but we are notified by phone when they need honey. Most stands will buy a pick-up load at a time.

Today, as in the past, the greater part of our sales is the chunk comb pack, but the sale of extracted honey is increasing each year, both in the Super Market and the Roadside Stand.

To build and hold a route system of selling honey requires that a person should have a quality product. Service is something that can be of greater importance than a person realizes. This includes filling the shelves with honey, putting up displays, marking each individual jar with the retail price, picking up granulated honey, etc.

Lexington  
Missouri



A built up display of chunk comb honey.

## The Demand for Special Packs

by ROBERT M. MEAD

The honey market is changing. Perhaps it would be more correct to say that it has changed. I am old enough to remember years when honey moved more slowly. In fact it was not unusual for a beekeeper to have one end of the honey house full of 60 lb. cans of the previous year's crop when he brought in the first supers of the new crop.

Now, honey moves more swiftly. In Vermont it is no longer a question of moving honey. We know it will move. The question is of doing the whole job of production and selling at a profit. Also of having the right pack ready when the trade demands it.

The demand for special packs has sky rocketed and most beekeepers are having trouble of some kind in meeting this demand. Their troubles for the most part are simple. Special packs in this area mean some form of comb honey and comb honey in any form means more work in production. Caught in the June rush to provide more super room, many slap on extracting supers knowing full well they will be short of comb later on. But what can be done? Even in these modern times there are only twenty four hours in the day and only seven days in a week.

When it comes to marketing, the special packs take more time. One

pound of chunk in glass sells very well but there are a bewildering number of motions to make in putting up one case to say nothing of a dozen cases.

At present I would say that we are just fooling around the edge of what seems to be a tremendous market for special and fancy packs. Our only difficulty is to find the time to do the job right.

White River Junction  
Vermont

### Hampton Mixes Honey with Politics

E. B. Hampton, Vernal, Utah, says his brother, S. K. Hampton in Salt Lake City, stimulates honey trade by mixing it with politicians. At a recent governor's convention he gave each of the 12 governors a 2 pound jar of honey and a honey bear squeeze bottle, all packed in Vernal. He also sent honey to President Kennedy and his son and daughter were sent honey bears. Honey was also sent to Dr. Janet Travell, the President's physician. To sweeten the state's congressmen in Washington, Mr. Hampton sent each of them some of the new honey put on the market in July.

Glen Perrins  
Ogden, Utah



Shelf display in super market.



# The Commercial Operator

Editor - S. JOAQUIN WATKINS

## A New Type of Feeder

by GLENN GIBSON

The picture below shows the result of several attempts to develop a practical feeder. After trying almost every known way of feeding we concluded that we would like an improved way. Our objection to most methods is the heavy cost of distributing the feed.

This gadget is the regular hive dimensions  $16\frac{1}{4}$  by 20 and is  $1\frac{1}{2}$ " deep and will hold approximately 20 lbs. of granulated honey. The feeder is lined with butcher paper and filled with honey that has been mixed with a little sugared honey. These can be stacked about thirty to a pile and in time the honey will be solid. Needless to say, in warmer weather these feeders would need to be refrigerated for firm setting. Time required, as most will guess, is about the same as placing supers.

We used this in a limited way last winter and spring. We also tried them in August but learned that the temperature will need to be below 90 degrees and even then the fed colony will need to be strong so they can handle the honey rapidly. The feeder was placed on a strong colony about Sept. 1st when temperatures were high. Bees stored the honey in the combs in about 3 days.

A prolonged cold snap late last winter caught a number of colonies with clusters that had moved away from the honey. They were literally starving to death with plenty of honey on the hives below. With some misgivings we placed feeders over these colonies, and, lo and behold, the bees got the idea and consumed enough honey to save them.

The moisture from the clusters below softened and moistened the sugared honey. The temperature hovered around 15 degrees for a long time. Not so bad, but this spell followed a February warm period that had produced pollen and brood-rearing. This activity caused us to put on a few empty supers and the bees were up in these empties. We will be sur-

prised if we lose any colonies this winter with 20 lbs. of feed above them. This winter we are using quite a number of these feeders and as this is being written bees are storing most of the honey in the combs. We feel like the lighter colonies will fare quite well.

The feeder as shown was our first. We have found that a center board is not necessary. The hardware cloth is 2 by 2 but probably a smaller mesh would do. This feeder could be made any depth and could be filled to any poundage desired. One could construct these out of old supers, making several out of one super.

These feeders can be prepared during the summer when the honey is liquid and stored indefinitely thereby eliminating the use of 60 lb. cans.

Everyone is familiar with the great mess in liquefying honey and feeding in the spring. If one is careful in preparing these he will not have to worry about robbing because all honey will be covered with paper that must be gnawed through before the honey is exposed.

This feeder will cause us to step up our feeding program and in so doing remove some of the off-flavored honey from the market. We urge all beekeepers to consider feeding honey instead of sugar. We think honey is a superior food and will most surely help our own market. We think this method of feeding accomplishes every purpose and is unquestionably economical.

Minco, Oklahoma



Gibson's hardware mesh feeder with dimensions to match the hive top.



# Commercial Wintering of Bees in North Dakota

by BEN GILBERTSON

sweet clover hulls, prairie hay, oat straw, wheat and flax straw. Also some had many layers of newspaper around and over them. Some we banked with dirt all around the base or bottom thus closing the bottom entrance completely, others we left open with the entrance reduced below mouse-size.

We carried on this experiment over a period of several years, gradually increasing our packs of eight with flax or wheat straw and waterproof paper over the top only, no banking of earth around the base and having a top and bottom entrance.

I have always worked alone in packing and found that I could pack a group of eight about as fast as I could a single hive. The loss was heaviest in the single packed hives, the doubles next, the fours were third and the eights were our best packs, with the four outside hives giving us a greater percentage of loss than the four hives in the middle.

Banking around the bottom and closing the bottom entrance gave us mouldy combs and was discontinued. Sawdust and sweet clover hulls were quickly discarded as was oat straw, which absorbed moisture and was sopping wet by spring. Packing on the sides of hives seemed to slow up the bees in the spring and those with no packing on the sides were consistently ahead in spring buildup.

Between hive bodies middle en-

trances were not practical as too much labor was involved. Auger holes in the top story too often turned up either in the lower story or in the back of the top hive body at packing time and we either had to turn the hive body or make a new hole.

About 1935 we started using an inner cover with a rim on one side and flush on the other side, the flush side being used down in the summer and the rim side down in winter. The rim has a three inch piece cut away in the front on the four middle hives and on the side of those on the outside colonies as shown in the sketch.

A single thickness of moisture proof paper is first placed over the entire top of the pack, then some 10 inches of flax or wheat straw is placed over this and a 6 x 8 ft. piece of waterproof paper, usually black, is then tacked on with a lath on each of the four sides, after which a small hole big enough for a bee to pass through, is cut out over each of the eight entrances and the job is done.

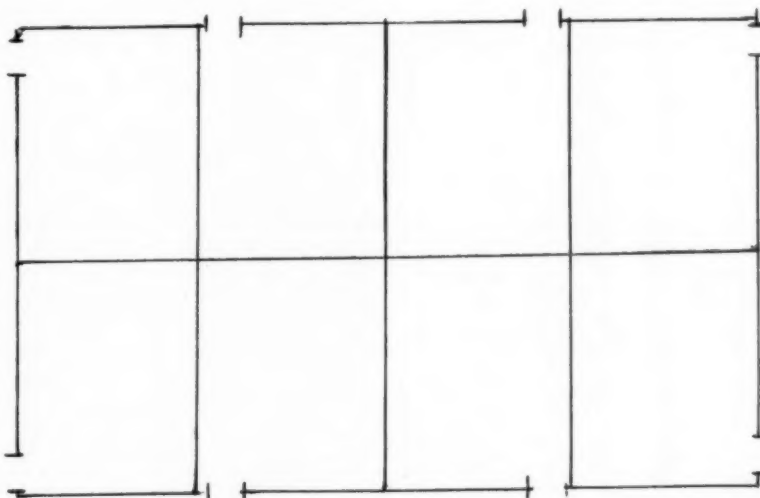
More important than packing is the condition of the colony itself. A good strong colony with a good supply of good quality stores will come through most any winter with little care while a poor colony or one with inadequate stores or poor quality stores is not going to make it with the best of care. Therefore a lot of fall culling should be done to eliminate these below-par colonies before any winter packing

Having wintered bees in North Dakota for some 30 years, I possibly should know all there is to know about the subject. However this is not the case. I only know of the methods I have tried which have been successful and which have been less so.

When I first started beekeeping, way back in 1924, cellar wintering was the common practice and the bees usually came through alive but very often dwindled down badly after being removed from their cellar quarters, some years all but wiping them all out.

Our first experience in outdoor wintering came in 1930, when we were too busy with house building to get all of our bees into the cellar and some 100 colonies were left outside in one story 10 frame standard hives with no more preparation than that we put in the entrance reducers and they all had inner covers with telescoping metal covers over them. Those bees were almost a total loss. But those that survived we noticed all had poor inner covers with large cracks or holes in them. Thinking back now I feel that this loss was mostly from the entrance freezing over and making the hive entirely airtight. A top entrance was the solution to this problem.

The first packing we did was in the following fall. All our bees wintered outside and since that time have been in two story 10-frame standard hives. We used a number of different types of packs and packing material. Some were just wrapped in black paper, some had insulating material on all four sides and over the top, others over the top only. Some we packed in singles, twos, fours and eight in a pack or group. We used sawdust,



Eight colony pack devised by Gilbertson.

is done. A lot of what many beekeepers call winter loss is just the natural passing of worthless colonies and should not be called winter loss.

For many years now we have set up snow fences around our yards hoping that they would be snowed

under. This is an ideal condition but we seldom have enough snow to do much drifting down.

In conclusion let me say this: Put away only good colonies, well supplied with good quality stores and insulated on top with 10-12 inches of dry straw

and a paper cap with a top and bottom entrance and you will winter your bees in good shape in North Dakota.

Ben Gilbertson

Kindred, N. Dak.

## Hobby Becomes Big Business

by BOB BUYER

(Buffalo, New York Evening News)

The honey harvest is under way in Western New York. Good weather has brought prospects for a better-than-normal yield.

Paul C. and Jean M. Lang, a Gasport husband-and-wife team, are busy removing the honey that the bees from their 400 colonies in Erie and Niagara counties have gathered since the warm weather began. They will store the honey racks until a rainy day when they'll start extracting it from the combs. Bees in any colony will fly a mile to find honey-producing nectar.

The Langs are one of about ten families in Western New York whose entire income rests with bees' work.

Paul Lang began beekeeping as a hobby 25 years ago. Now it's not only his business, but it's his consuming interest as well.

"As far as I'm concerned," he declared this week in Clarence, "beekeeping is the most important phase of agriculture. And it's becoming more important every day. The way the dusters and sprayers are killing off wild bees, we beekeepers can become the most sought-after people in the country.

"A few months without bees pollinating the nation's fruit trees, flowers and vegetables would bring the people to us on their knees," he said.

During the pollinating season, beekeepers get from \$7 to \$10 a hive from orchardists in the North and South.

A few Western New Yorkers spend the warm months at home and the winter months in Florida where there is a heavy demand for their bees' services.

Mr. Lang's 400 bee colonies—each with its queen, a few hundred drones and 100,000 or more workers—make him a fairly large operator.

"Howard Meyers of Ransomville with 2000 colonies is probably the largest around here though," Mr. Lang said. Emil Mason of Batavia has about 1000 colonies and John and George De Muth of Pembroke have 1000 to 1200 colonies.

"They belong to our Western New York Beekeepers Association just as those fellows in Buffalo who have maybe just one or two hives. Anyone interested in beekeeping should belong."

Mr. Lang said that a good average harvest should bring about 100 pounds of honey per hive. So far the season has been good, but the final verdict awaits the harvest of goldenrod and aster honey, he added.

Personally, he prefers the flavor of buckwheat, clover and a new kind of basswood honey. The basswood honey sells for a high 20 cents a pound. Others cost a few pennies less, Mr. Lang said.

"We produce for the market," Mr. Lang said. "There are price supports available to us, but we don't bother with them. Last year's crop was sold out entirely. Furthermore, the Cuban sugar trouble is strengthening the price of honey."

In such conditions, Mr. and Mrs. Lang look with a certain amount of pleasure and pride on the 40,000,000 to 60,000,000 worker bees on their team.



Jean and Paul Lang, Gasport, New York, harvest their honey together.

The Historic Northeast

# *Pennsylvania*



Aerial photo overlooking Cornell University Campus and farm. In the background is Lake Cayuga, one of the Finger lakes.

## EDITORS

E. J. DYCE

ROGER A. MORSE

Cornell University

# Pennsylvania



Bees for the pollination of apples in Lehigh County, Pennsylvania.

## Pennsylvania a State of Contrasts

by EDWIN J. ANDERSON\*

Pennsylvania has a long history in beekeeping and is a state of many contrasts. It was the home of many of our early leaders in beekeeping being the state in which they were born or where they did a considerable part of their work. Dr. L. L. Langstroth, the father of modern beekeep-

ing, who developed the modern movable frame hive after he discovered the principle of the bee space, was a Pennsylvanian. The Langstroth Memorial in the Morris Arboretum of the University of Pennsylvania was established in his honor. Dr. C. C. Miller noted for his writings in the early days of beekeeping was born in Ligonier, Pennsylvania. Some of his books were, *A Thousand Answers to*

*Beekeepers Questions, Forty Years Among the Bees, and Fifty Years Among the Bees.* Samuel Wagner who originated the *American Bee Journal* and was its first editor did much of his work near York, Pennsylvania. Some of the more recent leaders in beekeeping who were from Pennsylvania are Dr. E. F. Phillips who began the teaching and research program at Cornell University in

\* Head of Beekeeping in the Dept. of Zoology and Entomology, Pennsylvania State University.



A. R. Dean, President of State Association, presents a \$10 award to David Ebersole of Middletown, and to David Lapp, 4-H member from Bareville. Professor Anderson at right.



A group of vocational agricultural boys learning to extract honey, Perry Township High school, Donald Geschwindt, teacher.

1924. Dr. Phillips was also head of the Beekeeping Laboratory of the U. S.D.A. for a number of years. George Rea, who is now living in Williamsport, retired after working at Cornell, North Carolina, Penn State and other Universities. George was the first apiary inspector for Pennsylvania.

Pennsylvania is the home of a variety of nectar producing plants. Some of these plants, such as clover, are found over most of the state while others grow in limited areas only. Many flavors and colors of honey are produced by these flowers. Some of the honey is of the finest flavor and quality while a few kinds are distasteful and not of table grade.

There is a belt along Lake Erie in northwestern Pennsylvania that extends into Ohio and New York that is noted for its quantity and quality of goldenrod honey. In fall, the fields for some miles back from the lake, are solid patches of bright yellow blossoms. These fields of flowering gold are especially beautiful to the eyes of the beekeeper who knows that his bees may gather 75 or 100 pounds of golden colored honey from these flowers.

As one travels south and east from the lake and into the Allegheny plateau, the flora changes and goldenrod is supplemented and partly replaced with the blue wild aster and silverrod, *Solidago bicolor*. These three plants produce heavily in burnt over areas and in abandoned farm fields. Their honey has a fine flavor and is one of the best fall honeys produced anywhere. The aster honey is high in dextrose and crystallizes readily. The honey stored in September will be crystallized in the hive by November. The honey from these flowers makes an extra fine creamed honey.

Indigenous to the Allegheny plateau

and found in most abundance there are two plants that produce honey with an unpleasant flavor. They are the fire cherry, *Prunus pennsylvanica* and the devils club, *Aralia spinosa*. The fire cherry blooms in late May and produces a honey that looks pink when held in front of a light and greenish yellow in reflected light. The honey has a strongly aromatic quality. The odor from one comb will scent a whole honey house. The flavor resembles that of the bark of the tree and is quite offensive. The devils club grows as a single stalk about eight to twelve feet high with a few branches near the top. The stalk is covered with ugly thorns about one half inch long that have caused many a hunter a bloody hand when he carelessly grabbed it while traveling through the woods. From one to several bunches of white flowers about fifteen inches in diameter appear on the top of the stalk in August. The flowers are heavy producers of nectar, so much so, that bees will fly over fields of buckwheat to work these blossoms if enough are present to keep them busy. The honey produced is white in color. It leaves an unpleasant burning sensation after it has been swallowed. Some beekeepers have lost many of their customers by selling this honey to them. This unpleasant flavor leaves the honey when it is kept for a year or two in storage. At the end of this period, it becomes a honey with a pleasant flavor. The deer strip the bark from the stems of the devils club when food is scarce in winter and in this way prevent the stalk from producing flowers. Neither fire cherry nor devils club can withstand competition from forest trees. They are abundant some years after a forest fire and before the young trees have grown high enough

to shade them. They do survive at the edge of woods, and along fields or roads.

Bear are common in this part of Pennsylvania and east through the northern part of the state to the Pocono Mountains. They have destroyed many apiaries and made it quite difficult to keep bees in some counties of this area. An occasional incident of bear damage occurs in other parts of the state.

As one continues southeast in Pennsylvania, he comes to an area of mountains and valleys where the finer flavored honeys are produced from basswood, clover, and sumac. Basswood is found abundant only in parts of central Pennsylvania. This area includes Lycoming, Bradford, and Sullivan counties. In these counties, there are large areas of forest land where basswood is much in evidence along the highways as it comes into bloom in July. Incidentally, this is the area in which the officers of our state association, our good secretary, Robert Crimbring of Canton, Pa. and our president Harry Merrill of Muncy, Pa. have been producing honey for many years.

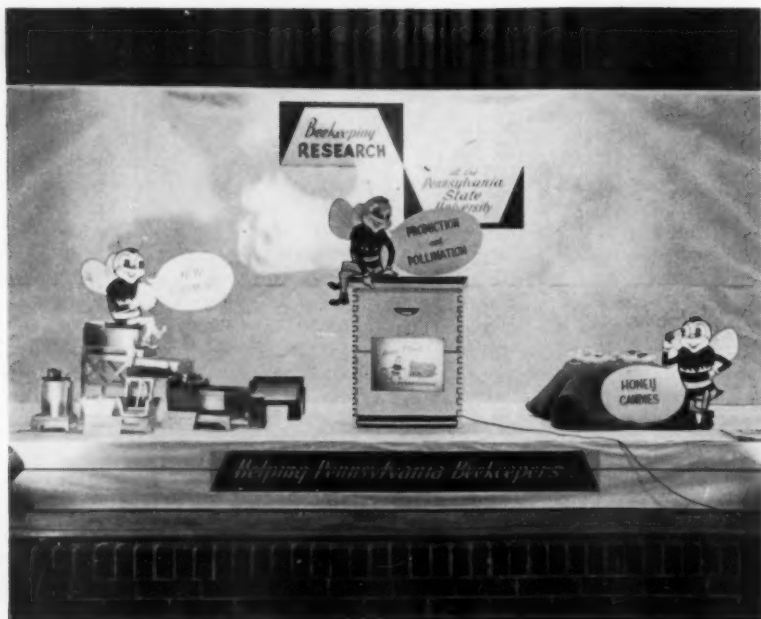
All types of clover are found in the limestone valleys of central and southeastern Pennsylvania. The two that were at one time our heaviest producing clovers, alsike and sweet clover, are gradually disappearing from these valleys as is also buckwheat from northern third of Pennsylvania. Beekeepers must depend largely on white clover, sumac and second crop red clover with some help from alfalfa. Red clover and alfalfa produce a surplus only during a favorable year. These two legumes require moisture in the soil with plenty of sunshine. This combination of conditions does not occur very often late



Short Course demonstrations in one of the apiaries at Pennsylvania State University.



Apiary Number 5, now being used for research with American foulbrood at Pennsylvania State University.



Educational exhibit by the University at the Pennsylvania Farm Show at Harrisburg.



Ladies tea provided by the Eastern Apicultural Society at a Pennsylvania State meeting.

in the season since the soil has become dry by August when these flowers are in bloom. Locust trees are abundant in some of these valleys but they also are very sensitive to weather conditions. Locust blooms in late May or early June when the weather is unsettled. It is only an occasional year that there are more than a few days when the weather is favorable for heavy nectar secretion from these flowers. One day of cold and rain will end the flow for that season. Single colony gains of 24 pounds have been reported under favorable conditions

from locust. Locust honey is almost water white and has a very fine flavor.

In this area, as in most of Pennsylvania, sumac is a dependable source of nectar. The different varieties bloom at slightly different periods of July and August and produce a surplus of top quality honey. There are a number of minor sources of nectar such as dandelion, wild crab apple, tulip poplar, and white aster that help increase the surplus under favorable conditions.

As one continues to travel to the

southeastern corner of the state, he will find that conditions change again. Clovers largely give way to wild flowers. Blackberry, tulip poplar, sumac and marigold are the heaviest producers of nectar. The marigold is actually a Spanish needle, *Bidens tri-chosperma* or *B. laevis*.

The oddities of this area are the abundance of marigold in the lowlands and the honeydew secreted by the tulip poplar scale. Some years ago, the lowlands along the Delaware River were a solid mass of golden bloom each fall. Beekeepers moved into this area in September and often harvested 75 or more pounds of bright yellow honey per colony. This honey has a flavor of its own which is preferred by some of the local customers but does not sell readily in areas where customers are used to clover honey. The marigold swamps are now being taken over by industry sharply reducing the acreage of marigold and the surplus honey produced by it. A.F.B. was at one time a serious problem for those migrating to this area for the marigold honeyflow.

The tulip poplar scale, which is an insect feeding on the branches of the tulip tree, produces honeydew that is gathered by honeybees in about one year in fifteen. The bees gather this pretty pink liquid only when there are no flowers producing nectar. This honeydew affects the brood, killing all the younger stages in many hives almost over night. A few or all the colonies in an apiary may be affected. It does not injure the adult bees. The ill effects of this liquid quickly disappear when the colonies are fed sugar syrup or the fall honeyflow begins. This honeydew is not gathered in sufficient quantities to be stored as a surplus in the supers. The bees appear to be reluctant to work it at all and do so temporarily only under abnormal conditions.

Pennsylvania has an extensive retail market for honey. There are many millions of customers living in Pennsylvania or within fifty miles of its eastern border. Philadelphia, Pittsburgh, and Allentown are large centers of population. There are two bottlers packing honey and supplying the Philadelphia and Pittsburgh areas. They are Ralph Gamber of Lancaster, Pa. and Rodney Stewart of Slippery Rock. Floyd Sandt of Easton serves the area around Allentown. The many beekeepers of the state also serve these areas and the state as a whole. They are producers mostly, but some buy and pack honey on a smaller scale. Pennsylvania beekeepers produce about 5,000,000 pounds of honey

each year and an equal amount is shipped into the state from the West and from foreign producers.

The amount of honey sold in Pennsylvania could be increased considerably if an organized program of advertising and marketing honey were initiated and followed.

Thousands of colonies of bees are used for pollinating farm crops each season. Two large apple and cherry growing areas are located in Pennsylvania, one along Lake Erie in northwestern Pennsylvania and the other in southern and southeastern Pennsylvania. Thousands of colonies of bees are trucked into these areas each spring to pollinate apples, cherries, pears, and plums. Hundreds of colonies are moved into the blueberry growing area of the Pocono Mountains in northeastern Pennsylvania. Large numbers of colonies are used to pollinate lima beans for canning in southeastern Pennsylvania. Bees also increase the surplus harvested from such crops as cucumbers, melons, buckwheat, clover seed, and many other seed producing plants. Most farmers of Pennsylvania are indebted to the honey bee to a greater or less degree. This extra income resulting from the services of honey bees totals many millions of dollars for the state as a whole.

Pennsylvania's two professional bee men, (W. W. Clarke and Edwin J. Anderson,) are conducting an extensive educational program. This program includes: a correspondence course in beekeeping, a comprehensive short course each summer includ-

ing lectures and demonstrations (Aug. 21 to 25 for 1961), a practical course in beekeeping for students of the University, a full time extension program under the direction of Mr. Clarke, and a research program developed by Mr. Anderson. Mr. Clarke edits a question and answer page in A.B.J. while Mr. Anderson is editor of the Pennsylvania Beekeeper now in its 34th year of publication. 4-H Bee Clubs and F.F.A. programs are well developed as indicated by the fine quality of honey shown by these young folks at the State Farm Show at Harrisburg each January.

Pennsylvania is indeed, a state of

contrasts from honey plants to weather. In it are found limestone valleys, plateaus and mountains covered with forests. The forest areas are much too large and the valleys too small for commercial beekeeping except in a few areas of the state or where pollination or commercial packing of honey are combined with honey production. Many kinds of honey are produced with flavors ranging from bad to extra fine. The excellent markets do make it possible for beekeepers to retail honey at the highest market price. Beekeeping has enjoyed an upswing for the past two years in Pennsylvania.

## The Pennsylvania Honey Show

by W. W. CLARKE, JR.\*

Almost a thousand dollars in premiums are awarded each year to Pennsylvania beekeepers who exhibit honey at the Pennsylvania State Farm Show, which is held every January in the 13-acre Farm Show Building at Harrisburg, Pennsylvania. The two hundred entries of approximately 100 beekeepers are displayed on tiered shelves in the front lobby of the main exhibit building. These entries are shown with other products of Pennsylvania farms, such as fruits, nuts, maple syrup, etc. All Pennsylvania

beekeepers are eligible to enter and there are no entry fees.

The large variety of colors and flavors always attracts much attention and promotes interest in honey. There are classes for all kinds of honey: extracted, chunk, cut comb, comb, and creamed, as well as for molded and commercial beeswax.

The side walls of the exhibit are divided into 10 display windows where five individual and five county associations set up educational exhibits. These spaces are allotted without charge to the first five who apply. The competition for them is keen since they provide excellent advertising for honey and honey products.

\* Extension Apiarist for Pennsylvania State University and Editor of the department "Your Questions Answered" for ABJ.



First place for an individual display won by Merle Fisher of Granville.



First place for a county exhibit won by the Lehigh Valley Beekeepers' Association.



Display of the Pennsylvania Association in the central lobby at the Pennsylvania Farm Show in 1961.

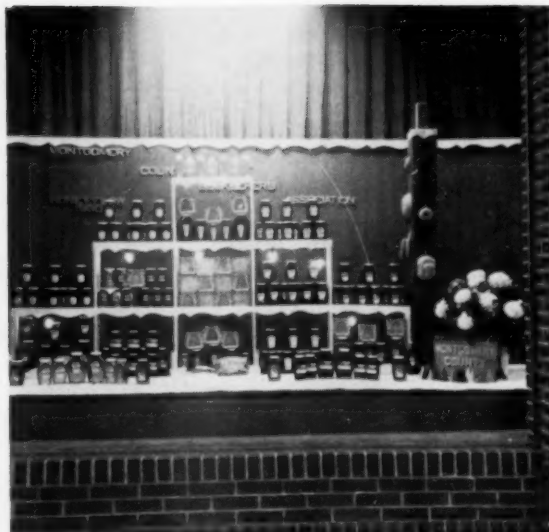


Exhibit of the Montgomery County Association at the Farm Show.

Four-H and FFA members compete in their own classes and are also eligible to compete in the open classes. Quite often one of these young beekeepers wins the sweepstakes award for the best extracted honey in the show.

The winners of the sweepstakes award this year were Floyd Sandt, Easton, Pennsylvania for extracted honey and Harry Merrill, Muncy, Pennsylvania for comb honey.

This year the State Beekeepers' Association took advantage of the opportunity to place an exhibit in the central lobby at the main entrance to the Farm Show Building, which told some of the story of the bee industry in Pennsylvania. The beekeepers did a beautiful job and the display attracted a great amount of attention. About half a million people attend the Farm Show each year.

The State Beekeepers' Association

operates a sales booth where honey, wax, and a few products made with honey are sold. Honey-sweetened ice cream is one of the main stays of the booth; this one product pays the rent. About a ton of honey and thousands of dixie cups of ice cream are sold. The profit from this booth is earmarked for promotion. It sponsors the honey queen, purchases honey recipe books for distribution, and this year helped finance the exhibit.

## *An Example of Commercial Beekeeping in Northeastern Pennsylvania*

by WILLIAM H. PERRY

Our apiaries are located in the northeastern section of Pennsylvania about twelve miles northwest of Wilkes-Barre. It is mediocre farming country with many brush rows, wood lots, and idle fields which provide both bee pasture and apiary sites. We operate about 750 colonies of bees—500

in Pennsylvania and 250 in Florida. The Pennsylvania bee yards are northwest of our home within a radius of sixty-five miles. We have three sources of income—pollination, honey, and beeswax.

Pollination work begins in mid-April in the cherry orchards near

Lancaster. Then in quick succession the bees are moved into the apple orchards of south central Pennsylvania and finally to the mountain tops in northeastern Pennsylvania to pollinate blueberries.

Preparing colonies and moving them into the orchards and out again



Unloading the bees after the trip north in early April.



Adding combs to the nuclei after the arrival in Pennsylvania.

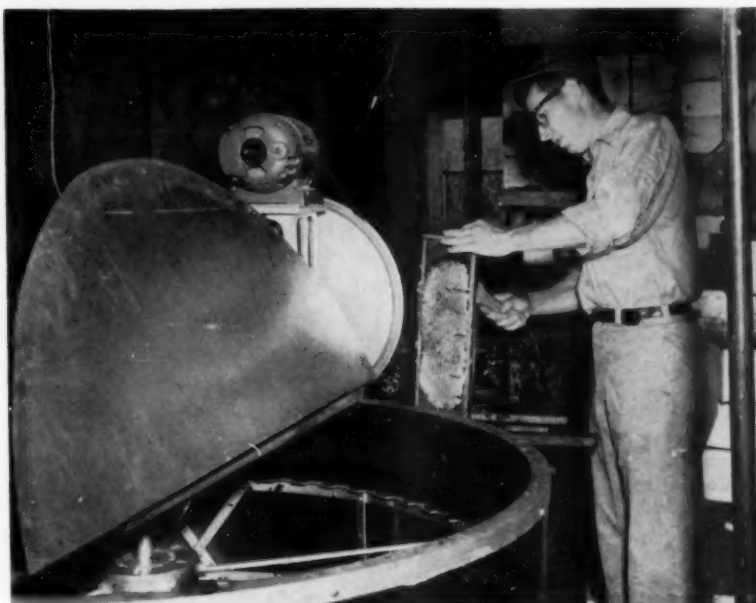
is almost a twenty-four hour a day job. Each colony must have at least five frames of bees and brood with plenty of room for expansion and for storing any surplus honey and pollen. Seventy-five to one hundred colonies per day are inspected and stapled for moving. At dusk the entrances are blocked with a narrow strip of window screen and all winter flight holes are closed. The hives are then loaded on a sixteen foot platform truck and tied down with ropes fastened to metal hooks along each side of the platform. The trip to the orchard takes from 1½ to 5 hours and we plan to have the bees unloaded and unscreened as soon after daybreak as possible. When the orchard pollination is finished the bees are moved to pollinate blueberries.

By the end of May pollination work is over and all the bees have been moved to locations for early honeyflows. Our early honeyflows are from clover, sumac, raspberry, and basswood.

As soon as the bees are located they are again inspected for swarm cells, loss of queen, or evidence of disease. Queen excluders are put in place and they are supered according to the strength of the colony. We prefer the shallow supers because they are easier to handle when filled. We use some standard supers for combs culled from the brood nest. During the early inspection, poor combs are moved from the center of the brood nest to the outside. When the supers are added, the culls are moved above the excluder and replaced with good combs.

The honey house is a 20 x 40 two story building built in the side of a hill. A loading platform on the upper side opens into the extracting room on the second floor. As the supers are unloaded they are stacked cater-cornered to each other so the warm air can circulate between the combs. The temperature is kept at about 95 degrees to remove excess moisture and make extracting easier.

The extracting room is equipped with two fifty frame radial extractors. Conveniently placed between them is a stainless steel brand melter to take care of the cappings. This melter has a plug in the bottom to facilitate draining the honey completely when the extracting is finished. Steam at five to eight pounds pressure for the melter and uncapping knife is generated by a coal fired boiler on the first floor. The extracted honey flows by gravity to three 100 gallon settling tanks on the first floor and is strained through two thicknesses of nylon marquisette. The



William H. Perry uncapping in the honey house.

honey is left in these tanks as long as possible to allow the small particles of wax which passed through the strainer to rise to the top. It is then run into sixty pound cans in which it is marketed. Most of our honey is sold in bulk for processing and bottling.

Early in August we move some of the bees from summer locations to a farming section about sixty miles away where buckwheat is grown. Buckwheat locations are temporary and are usually hayfields where the hay has been removed since buckwheat is not found in the same places each year. When the fall honeyflow is over these bees are moved to winter yards. Buckwheat produces a dark honey with a distinctive flavor highly prized by those who have developed a taste for it. Buckwheat pancakes are traditionally topped with buckwheat honey. Goldenrod and aster are also good fall honey plants. They produce a golden amber honey with a rich flavor that is less popular than clover honey but liked by many.

Timing is an important factor in taking fall honey off easily. We leave the fall honey on until the first cold weather drives the bees down with the brood. If the honey is removed at this time the supers will contain very few bees. However, if there is a delay and the weather becomes warm enough some bees will return to the top to cluster and make it necessary to use a brush to get them out of the supers. It takes at least forty pounds of honey to feed

a good colony during winter and we make a practice of leaving plenty for the bees when we remove the late honey. Since we use double story brood nests with queen excluders the bees will usually store enough honey below the excluder for themselves. The equipment and labor needed to feed bees sugar syrup makes it an expensive practice.

When the final extracting is finished, we sort out the poor combs and set aside the supers which need paint or repairing and store the rest in a large storage room in the honey house. Our winters are cold so we have little difficulty with wax moths damaging stored combs. Supers stored during warmer weather must have paradichlorobenzene crystals sprinkled on top of the frames.

We have a few yards in which the bees winter very well and late in the fall we move most of them into these locations with as many as 125 in a yard. With the onset of cold weather entrance blocks are put in each hive, narrowing the entrance so mice cannot enter the hive to disturb the bees and chew the combs. A small hole in the top story of each colony provides ventilation and a flight hole if snow blocks the entrance. The covers are weighted with stones.

During December we render the old combs which we have sorted out for replacement during the year. The frames are steamed in a sheet metal tank to remove the old comb. The tank is 22 inches wide and 5 feet long and fitted with frame rests so it holds



Moving bees after the fall honeyflow.



Unusually fine honey house of the Perry Apiaries.

40 frames. It is 18 inches deep and four loads of full depth frames can be melted before the wax material, cocoons, etc. must be removed. It takes about ten minutes to steam the combs from forty frames. The material which collects in the bottom of the tank is then put through the wax press. Approximately 150 to 160 combs can be pressed in one load.

The wax press is a large steam pressure cooker (minus the cover) fitted with parts from an old cider press. We place the material to be pressed in squares of burlap, fold the edges over so it cannot spill into the water and place it in the press, alternating the filled burlaps with wood slats similar to the ones from the cider press. About four burlaps fill it. The cooker is filled with water to within 6 inches of the top and steam run in to keep it boiling. The screw from the cider press fastens to the top of the cooler and is tightened to press out the wax as it cooks. The molten wax which collects in a layer on top of the water is ladled off into 60 pound cans with the tops cut off. One press yields 40 to 45 pounds of wax and 3 or 4 pressings can be processed in a day. Some of the wax is traded to the bee supply company for foundation and the remainder is sold to either the bee supply company or a candle company.

It is a common misconception that winter is the beekeeper's vacation time. The fact that the bees are not working does not mean that the beekeeper can rest. It takes many hours to repair equipment and to replace what is beyond repair.

January is spent preparing for our trip to Florida in February. The frames which were steamed out are boiled in lye solution to clean them. The supers are repaired then burned out with a weed burner since all used beekeeping equipment moved into Florida must be sterilized.

Early in February we leave for

Florida. We take with us the equipment for making about 200 nuclei. En route we stop at Dadant's warehouse in Lynchburg, Virginia, to pick up about three hundred pounds of foundation and other supplies. Most of our painting, frame wiring, and putting in foundation is done while we are in Florida.

While in Florida we concentrate on raising queens for our nuclei. Selected colonies are prepared for starters, cell builders, and finishing colonies for the queen cells. A high producing colony is used as a breeder. Each day we graft until we have about 300 queen cells started. It is necessary to feed the starting colonies sugar syrup until the citrus trees begin to bloom to encourage them to accept the grafted cells. Nine days after the first grafting we begin making nuclei. We use standard hives partitioned to hold 3 three frame nuclei each since this arrangement reduces the danger of weak nuclei chilling during cool weather. A nucleus consists of a frame of bees and brood and a frame of drawn comb or of honey if the citrus flow has not started.

When the queen cells are ten days old they are placed in the nuclei and they emerge on the eleventh or twelfth day. If the weather is favorable, the young queens begin laying ten days to two weeks afterwards. A frame of foundation is then added to each nucleus. In a short time the nucleus is transformed to a ten frame hive and given 2 additional combs of brood to strengthen it.

The nuclei build up during the citrus honeyflow and by early April are ready to be moved North. They are moved as five to seven frame nuclei and the frames are held on one side of the hive by two small nails to keep them from shifting during the trip. The extra space within the hive allows the air to circulate and helps prevent smothering. The covers are

replaced by a moving screen which has a built-up rim to provide about two inches of air space between the hives. Transporting bees so great a distance is difficult. If the weather is warm the stronger colonies may smother and if the weather is too cool some of the brood may be lost by chilling.

When we arrive in Pennsylvania, additional combs of drawn comb are added to fill the hives. Usually the red maples are blooming and there is enough nectar available for food. Occasionally, when spring is late as it was this year, the nuclei must be given combs of honey to keep them going until the bloom starts.

With today's high labor costs we try to keep hiring at a minimum. My right hand man is John Coolbaugh, a local high school boy. He is an able assistant when it comes to moving bees and taking off honey.

Commercial beekeeping is a challenge. Bees are wild and cannot be trained so the beekeeper must learn how they react to different conditions and then provide the conditions which will cause them to work to his advantage. An ideal colony will build up quickly in the spring, store a surplus of honey, and stop producing brood with the onset of the first cold weather. Good stock, young queens, proper equipment, sound management, and constant hard work on the part of the beekeeper are the essentials for keeping bees commercially.

Dallas  
Pennsylvania

#### Follow the Leader

John Haefeli, Monte Vista, Colorado, made the largest donation in 1960 to the American Beekeeping Federation. John's total contribution was \$260, half to ABF and half to the Colorado Beekeepers' Association. (Colorado B-Notes)



# Your Questions Answered

EDITOR— W. W. Clarke, Jr.

204 Ag. Ed. Building  
Penn. State University  
University Park, Pa.

• *Question from*  
**John O. Summers**  
Anderson, Indiana

I have eight colonies of bees, and one of my big questions has always been just how dangerous is the sting of a bee. So last year I wrote to C. L. Farrar, at the United States Dept. of Agri., Bee Culture Research Investigations—at Madison, Wis. I quote Doctor Farrar from the letter I received from him, "The risk involved from bee stings is almost nil, although there are those rare individuals who suffer severe reactions." Mr. Clarke, I receive a small magazine known as "Wyoming Wildlife." The March issue of this sportsman's magazine said, "Bees take about as many lives as rattlesnakes, according to the figures from the National Office of Vital Statistics."

What do you have to say. Are bee stings really dangerous and how big are the chances of being stung to death?

*Answer*

I agree with the statement of Dr. Farrar. I, too, think the danger from bee stings to the average person is nil. I have often heard the statement that bee stings take nearly as many lives as snake bites. However, many other insects, including wasps, hornets, etc., are included in these studies. I think the comparison is poor, since I am sure the number of stinging insects far outnumber, the number of poisonous snakes.

I think the chances of a beekeeper being stung to death are mighty slim. Most people build up a natural immunity to the sting, but once in a while a supersensitive person is affected by the bee sting. I am told it is possible for a medical doctor to give

a series of treatments to de-sensitize such a person.

There are allergy-type drugs available on prescription which people who know they are sensitive to bee stings could carry with them.

• *Question from*  
**H. R. Booth**  
Charlottesville, Virginia

Regarding paralysis in honey bees, ABC & XYZ doesn't say anything about it. Will you write me something that you know regarding cause and strains susceptible. It seems to me we were told to put in Italian queens. Do Italian bees not have paralysis? Also how would you treat lice on bees?

*Answer*

ABC and XYZ of Beekeeping has a section on bee paralysis. There is some evidence to show that some strains of bees are more or less immune to the disease.

According to ABC and XYZ, a Mr. F. R. Benhue of Tooberac, Australia, developed by careful selection a strain of vigorous leather-colored Italians which were almost immune. He found the yellow strains not very resistant. Paralysis is more common in the warmer climates than in the cold North.

We do not consider lice on bees much of a problem, but I understand lice can be treated by smoking them with tobacco smoke.

• *Question from*  
**Lyman Stumper**  
Poy Sippi, Wisconsin  
(Jan. 6)

I would like to know if poplar lumber would be good to use for making frames and beehives? As you may know, poplar wood has no pitch in it like pine has. I have made quite a few hive boxes so far. It is a wood that decays quite easily if it is not painted. What paint would be best to use for poplar lumber?

Would this wood be all right for frames too? Would you advise me to make frames of it? What kinds of wood or lumber are the best to use for frames and hives? I also would like to know if the 11-frame or Modified Dadant hives are as good to keep bees in as the 10-frame hives. Do the bees swarm with them? How do you

use them in making comb honey to keep them from swarming? Also in the extracted? I would like to try some 11-frame M.D. hives for making comb honey. How would be best to keep from swarming?

*Answer*

I assume that the poplar you have reference to is the aspen. If this is the tree you had in mind, it is doubtful that it is the best lumber for hives. It decays rapidly unless kept dry and painted or protected with one of the wood preservatives. I think it would be a good wood for frames. We prefer pine for building hives and I should think pine would be readily available in your area.

The 10-frame hive is used more extensively than the 11-frame or Modified Dadant. This does not necessarily mean that it is the best. We do not find the 11-frame hives as good in this area, possibly due to the type of honeyflow or lack of experience. We have not been successful with the larger hive for comb honey production.

I think bees swarm in spite of the size hive you use; I doubt that the bees care which size you use as long as they have enough room to work.

Probably the best ways to prevent swarming are to give the queen plenty of room for brood rearing prior to the honeyflow, and to keep the colony headed with a good young laying queen.

• *Question from*  
**Gene Schanzenbach**  
Moberge, S. D.  
(Dec. 2)

As I am using the 11½ inch deep jumbo hive bodies, would it be necessary to use an additional hive body for the brood chamber? What do you think of using a jumbo hive body and a short super for the brood chamber?

*Answer*

Unless you are equipped to handle such heavy hive bodies, I think two jumbo hives would be neither practical nor necessary. If I were using jumbo hives I think I would use one hive body with a shallow super as a food chamber. This would give you more than the 60 pounds of food which we think is necessary for successful wintering.



**HENRY HANSEN**

President of the  
American Beekeeping Federation

# What About

## Are We Captains of Our Ship?

The future belongs to those who prepare for it. Whether our industry flounders on the rocks of low honey prices, is swamped by honey imports, or sets its course towards a more prosperous future depends on us.

We now have a chance to obtain legislation making it possible for our industry to raise funds to conduct research and promote honey. Quality control will be included in the legislation and import restrictions can be recommended.

### Brief Review

Last spring the news that honey was included in the Omnibus Farm Bill came like a bolt out of the blue. We were not asked nor did we ask about having it included.

At the Omaha convention, Resolution No. 1 requested that we explore the possibilities of securing legislation to provide compulsory checkoff. We are doing just that. We found that the Farm Bill would give us what we needed, and yet would require a vote of approval by our industry to become effective.

The possibility that the beekeepers would have a chance to vote on accepting or rejecting this plan seems to have stirred up a "tempest in a teapot," and it became the old classic struggle between a large number of poorly organized producers trying to better their lot and a few well-organized packers trying to keep things as they are.

The well-organized group was successful in having honey deleted from the Omnibus Farm Bill.

Although we lost the first round of the battle, we did not give up the fight. We asked Dr. James T. Ralph, Asst. Secretary of Agriculture, the following questions:

1. Do we have to accept anything other than compulsory checkoff, quality control and import restrictions? His answer was NO.

2. Will the expense of the referendum be deducted from the funds? His answer was NO.

Continuing the battle, we have contacted Congress and succeeded in having bills introduced in both the House (H. 8684) and Senate (S. 2472) requesting that honey be reinstated in the 1961 Farm Bill.

### What This Legislation Will Not Do:

It will *not* impose any restriction on honey production.

It will *not* restrict the marketing of honey in any way except quality control.

### What This Legislation Will Do:

A nationwide vote will be taken (at no cost to our industry) of the beekeepers and packers. This vote must result in a 2/3 affirmative by the beekeepers and 50 percent of the packers to become effective.

If the vote is in favor of the legislation, a Honey Industry Committee will be set up whose job it will be to decide how the funds collected from compulsory checkoff will be spent on research and promotion advertising. *None of the funds can be spent without the approval of this Committee.* The Committee is selected by nationwide nomination ballots sent out by the USDA so that it will be truly representative of the industry.

Thus this legislation would enable us to accomplish the following three goals:

1. Make the collection of funds mandatory for research and promotion;
2. Set up a quality control program; and
3. Put us in a favorable position to bring about at least some restrictions on excessive imports of honey.

### Why We Need This Legislation:

During the years that Dr. Jarvis' book was selling a lot of honey for us, countries south of the border were increasing their production and taking over our export market. Foreign honey is being imported in larger quantities than ever before. Now that the effects of Dr. Jarvis' book are wearing off, our honey sales are declining. How can our domestic market absorb the honey we formerly exported, plus imported honey, without distress to the American producer? What are we doing to help ourselves?

We can see the handwriting on the wall right now. A year ago at this time, packers were out of honey and anxious to buy. This year most packers have stocks of honey on hand and are biding their time, waiting for the price of honey to stabilize.

We are fortunate this year in having a high support level of 75 percent of parity. We are not likely to get this again if the Government finds we are not willing to do anything for ourselves.

### How Can We Get This Legislation?

If each and every beekeeper reading this will sit down and write three letters, this legislation is ours. The letters to your two Senators should request passage of S. 2472 and the one to your Representative should ask the passage of H. 8684.

Are we captains of our ship? The answer depends on you!

Henry Hansen, President  
Robert Banker, Chairman, Farm Program Comm.  
S. J. Watkins, Chairman, Mandatory Funds  
Legislation Committee

# the Farm Bill?

## *Keep the Banners of Free Enterprise*

In last month's issue of the American Bee Journal there appeared an editorial in which it was stated that the National Honey Packers and Dealers Association and the American Beekeeping Federation were being invited to present their views regarding enabling legislation that would permit existence of a National Marketing Order for honey.

In this invitation, which is readily and gratefully accepted, there is the unstated but implied inference that this Association and the Federation are on opposite sides of the fence in this matter. This is not the case, at least as far as the general membership of the two organizations is concerned. The Association has voted against enabling legislation and the Federation at its last two General Assembly Sessions has concurred in voting to table resolutions regarding this subject.

Indeed, in the recent endeavors to have honey deleted from the Omnibus Farm Bill the number of producer voices raised to recommend deletion far, far outnumbered those of the packers who numerically represented only a small per cent of the total. Were this not so, the packers, by themselves, could never have achieved the results which some have generously credited to them.

This is not a controversy where producer is pitted against packer. Actually, in many instances, the distinction between the two is so broadly drawn that their activities overlap. In addition, the interests of both are so inter-twined as to be virtually the same.

It has been argued that a request for enabling legislation is not the same thing as a request for a marketing order and to this statement there can be no dispute. However, once the first step has been taken it is not easy to turn back; something like taking a puff of marijuana and winding up a confirmed drug addict. As soon as permission has been secured it is only a short step further to obtaining a marketing order.

True, the order may be originally set up for a single distinct purpose such as a program for compulsory assessments on all honey produced and packed but it is always conceivable the order would have to be expanded along other lines so as to better implement the original purpose.

For example, if prices received by producers were such that payment of the assessment became difficult it would be a simple matter to take steps to increase

### **WENDELL SHORE**

President, National Honey  
Packers and Dealers Association



honey prices. This would be done by what is labeled "supply management," another name for production and marketing controls. The purpose is to limit the supply of a commodity enough to enlarge its gross value. If the supply could be effectively managed, it is argued, gross income would be increased. This simply establishes a monopoly in order to create monopoly profits from higher prices.

But, here's the catch, the result would be a relative scarcity with only enough supply for those willing and able to pay the higher prices. These are the consumers, some of whom would be priced out of the market.

With capital, much of it in fixed costs, playing an increasing role in honey production the producer naturally seeks the greatest possible volume and this, in turn reduces his unit costs. A Government program, marketing order or otherwise, designed to reduce this volume does nothing except increase the cost of every pound of honey the beekeeper produces.

This is just a single example of how arbitrary controls could come about from a National Marketing Order, come about so gradually they would hardly be noticed, until eventually packers and producers alike would be so hamstrung with regulations they might just as well get into a more lucrative business.

Much might, and should, be said as to why a National Marketing Order for honey is undesirable. A request for enabling legislation is not pertinent until the greater question of whether or not to have an order is resolved. The columns of the American Bee Journal do not present sufficient space to adequately discuss the case. This should be done at Biloxi in January. The principal point to be made at this time is that evidence to date indicates a general desire by both producers and packers to continue under the banner of free American enterprise and not to follow the dictates of a hand picked group administering a marketing order.

Wendell Shore, President  
National Honey Packers  
And Dealers Association

# Fun For The Family

**Editor— Pat Diehnelt**  
Rt. 1, N83, W13799, Fond du Lac Ave.  
Menomonee Falls, Wisconsin

## SCRAMBLE — CROSSWORD — RECIPES

### 1962 COVER CONTEST

Well, well. Seems like we did not get the idea across in August. Let's try again. We have decided on a new kind of contest for 1962. The cover design carries a frame for a picture. The picture will be of a beekeeper's daughter, or we think now a beekeeper's son, if he is best to use. The picture may be posed, portrait style, or the subject may be in action, with the bees, or otherwise. For the winner a cash prize of \$5. Runners up will also be published in the Journal. Start sending your pictures right now to Pat's address. She will be the judge. Your young folks will be proud to be seen in the Journal.



Thanks, Pat, for being so good natured. Fun for the Family had to be "bumped" in September because of the Farm Plan editorial. Being a good natured girl, Pat can still smile.

### THE AUGUST SCRAMBLE ANSWER

How little you know about the age you live in if you fancy that honey is sweeter than cash in hand (Ovid).

### THIS MONTH'S SCRAMBLE

**srew eh rof etsta het athbene eth entmfimar thod atth  
xelec eth eseb orf ermgoentvn**

### July Scramble Experts

Mrs. Wm. J. Haug, Glen Allen, Pa.  
and Carl Eaton Chappell, Biddleford, Maine.

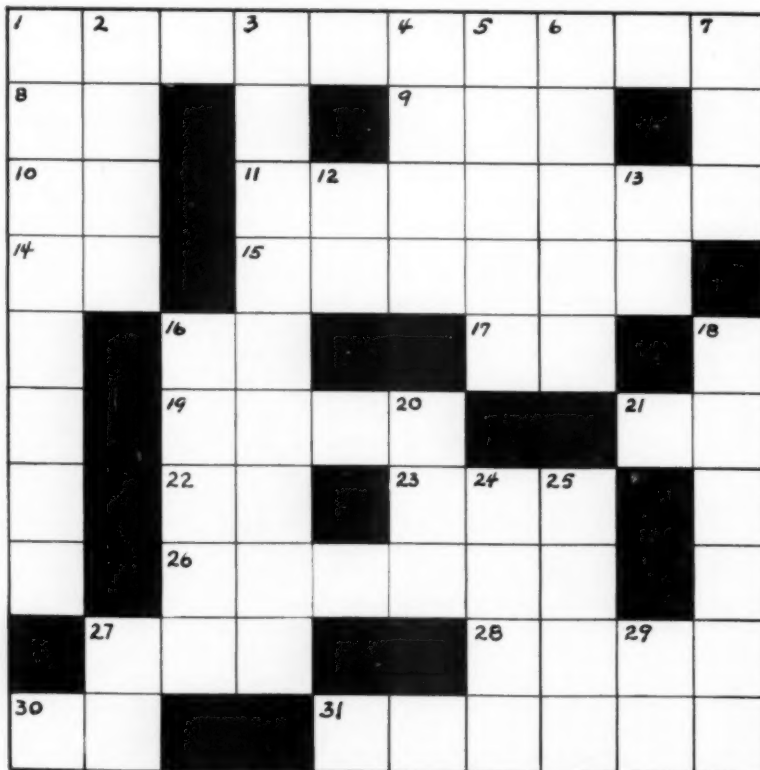
### October Crossword Puzzle

#### ACROSS

1. Blackest bee
8. En passant (Abbr.)
9. A cheer
10. Lithium (Symbol)
11. Dominant race of bee
14. Be
15. Home of gentlest bees
16. Board of Trade (Abbr.)
17. Displaced Person (Abbr.)
19. Nepal tribesman
21. Yes
22. Net ton (Abbr.)
23. Dine
26. Light-colored bee
27. Consumed food
28. Ammo variation
30. Improvement
31. Bumble bees

#### DOWN

1. Stingless bees
2. Honey bees
3. Knew dark and bright bees
4. Arrah variation
5. Dish of herbs
6. Bird sound
7. Move swiftly on foot
12. Tantalum (Symbol)
13. Alcoholics Anonymous (Abbr.)
16. Bees named after district of Hungary
18. Bees from \_\_\_\_\_ have dark orange
20. Wreath of flowers around neck
24. Annamese
25. Monument
27. Associated Press (Abbr.)
29. Chinese measure





#### National Honey Week, Oct. 23-29

First, you will want a National Honey Week poster for every grocery, restaurant and drug store that will let you put one up. The attractive white and honey gold combination tells folks to "enjoy honey everyday" and about National Honey Week. It is a convenient 7 x 11 inch size and of sturdy construction. \$2.00 will buy 24 of these.

You will want to be sure to give all restaurants specializing in breakfasts a supply of Honey'n Pancakes table tents. The bronze tone photograph makes the pancakes and the honey look so delicious diners will have a hard time resisting the suggestion of pancakes with honey for breakfast. Twenty-five of these are yours for 50c.

While on the subject of restaurants, has it ever occurred to you to encourage establishments which prepare food in large quantities to use large quantity honey recipes? Use National Honey Week as a reason to give a complimentary copy of the American Honey Institute publication, HONEY

RECIPES, LARGE QUANTITY, to bakeries and restaurants. Your honey sales will rocket even if the chef or baker only chooses to use one of the many recipes. When considering your gift list for HONEY RECIPES, LARGE QUANTITY, don't forget to add the dietitians or head cooks at schools and other community institutions. Fifteen copies will cost you \$3.75.

\* The remainder of your \$10.00 is designated for a copy of the NATIONAL HONEY WEEK leaflet to accompany every container of honey sold. It only figures that if you encourage consumers to use honey in cooking and baking as well as for table uses, you will be the winner of increased honey sales. \$3.75 will buy 300 leaflets.

The American Honey Institute wishes all of you a prosperous National Honey Week.

Orders should be sent to American Honey Institute, 114 North Carroll Street, Madison 3, Wisconsin.

#### Wisconsin State Association, Oshkosh, Oct. 18-19

Location, Raulf Hotel, 214 Main St., Oshkosh. Program:

*Wednesday, October 18*

- 9:00 A.M. Registration
- 9:45 A.M. Call to order—Melvin Berholtz, President of Winnebago County Association
- 10:00 A.M. Welcome address—V. W. Peroutky, Winnebago County Agent
- 10:15 A.M. Response—Marcus Osborne, President of Wisconsin State Association
- 10:30 A.M. Future plans for Honey Marketing—Marlon Schwier, Division of Markets
- 1:30 P.M. Honey Marketing Legislation on a State and Federal Level—Henry Schaefer, Osseo, Wisconsin
- 2:30 P.M. New or Recent Developments in Beekeeping Research—Dr. Moeller of U.S.D.A., Madison, Wisconsin
- 3:30 P.M. Panel Discussion—500 pound colonies are here; 1,000

pounds next? Panel to be announced 3:45 P.M. Announcements by president

*Thursday, October 19*

- 10:00 A.M. Call to order by President of the State Association—Marcus Osborne
  - 10:15 A.M. Management of Colonies Before the Honeyflow—Mykola Haydak; University of Minnesota
  - 11:15 A.M. Report From Wisconsin State Department of Agriculture—John F. Long
  - 11:45 A.M. Introduction of resolutions and announcements
  - 1:30 P.M. Wisconsin State Fair Report—Art Kehl, Secretary of Wisconsin State Beekeepers Association
  - 2:30 P.M. Business Meeting of Wisconsin State Association
  - 7:15 P.M. Banquet—Bees in the Service of Mankind—Mykola Haydak
- (Official program will carry additional information)

#### Middlesex Association (Mass.) Field Station, Waltham October 28th

The autumn and winter meetings of the Middlesex County Association will take place at the Field Station in Waltham, Massachusetts. The first of these will be our Annual Banquet, another famous Nordberg's Smorgasbord which was so popular last year. Inquiries regarding reservations at \$3.25 per person may be made to Richard Corrigan, 946 Main Street, Reading, Massachusetts. An interesting program will follow the smorgasbord.

Betty Carlson, Secretary  
Bedford

#### Connecticut Association Hartford, Oct. 28th

The fall meeting of the Connecticut Association will be held on October 28 at the Y.M.C.A. on the corner of Jewel and Pearl Streets in Hartford. The meeting will begin at approximately 10 a.m. The program, which promises to be a good one, will be announced at the meeting.

Lunch will be served at the Y.M.C.A. cafeteria. All members, new and old, are cordially welcomed.

John Nowicki, Publicity Chairman

#### Cook-DuPage (Ill.) Annual Chicago, Oct. 21st

The Cook-DuPage Association will hold its annual meeting and banquet Saturday, October 21 at YMCA Hotel, 826 South Wabash Avenue, Chicago. Meeting will start at 2:00 P.M., Banquet 6:00 P.M. Speakers as follows: Dr. E. J. Dyce, Prof. of Apiculture, Cornell University, Ithaca, New York. "Illustrated Talks on Beekeeping in Australia" and "Fall management in Wintering of Bees."

Dr. G. H. Cale, Jr., Dadant & Sons, Hamilton, Illinois. "Future Plans in Bee Breeding."

Fr. Augustine Jones, OSB, Marmion Military Academy, Aurora, Illinois. "Illustrated Lecture Survey of Research at University of Wisconsin."

Gordon Bell, Mazon, Illinois. "Past and Present in Beekeeping."

Carl E. Killion, Chief Apiary In-

**Cook DuPage—**  
spectator, Paris Illinois. "Around The State in 1961."

Alan Root, General Manager, A. I. Root & Co., Medina, Ohio. "Master of Ceremonies."

Arthur W. Kehl, Dadant & Sons, Watertown, Wisconsin. "Installation of Officers."

This should be an outstanding meeting and our directors have worked hard in selecting the speakers and each and every one are tops but this will be the first time that we have had the pleasure of having Dr. Dyce on our program and do not think you would care to miss his illustrated talk. As you will note this meeting has been advanced one month therefore, no excuse for you folks that have to drive a distance. Anyone interested in beekeeping is cordially invited to attend so let's make this the best meeting ever. Send your reservations in early to Edw. Danz, 1025 North Mapleton Ave., Oak Park, Illinois, Phone Vil 8-7176.

Ralph O. Klebes, Publicity  
RFD 2, Kirk Road, St. Charles, Ill.

#### **Kansas Association Abilene, Oct. 7**

The Kansas State Association's annual meeting will be held at Abilene National Guard Armory, West 3rd Street, October 7. A basket lunch will be served at noon.

A. W. Magers, Secretary  
1814 New Jersey  
Kansas City 2, Kansas

#### **Florida State Clearwater, Oct. 19**

On October 19-20, the Florida State Association will hold its 41st Annual meeting, at the Jack Tar Harrison Hotel in Clearwater. We have done our best to arrange a program that will be both informative and interesting. All persons interested in bees or beekeeping are cordially invited to attend.

F. A. Robinson, Secretary

#### **Midwestern Association Kansas City, Oct. 8th**

The Midwestern Association will hold its regular monthly meeting at the I.O.O.F. Hall, 812 Westport Road, Kansas City, Missouri, 2:30 P.M. Sunday, October 8. There will be a speaker and a question and answer session. Refreshments will be served. Everyone welcome.

James A. Worrel, Secretary

**Arkansas Honey Producers and Packers  
North Arkansas, October 14th  
The Arkansas Honey Producers'**

and Packers' Association will meet at the Raymond Fisher Honey Plant, 2008 Main St., North Little Rock, Saturday, Oct. 14th. Please note that the date has been changed from the 28th to the 14th because of conflicts.

The Executive Committee has planned a good meeting. We will have some educational features on the agenda spiced with question and discussion periods. Local beekeepers will report on the merits of Unbleached Foundation for comb honey; and "How to Use" the new bee repellent for removing bees from supers. Included are numerous features with time for visiting and fellowship. But above all will be the **FREE LUNCH** with a "Honey Motif."

Beekeepers from other states are urgently invited to attend and get acquainted with Arkansas beekeepers.  
Ray L. McLester, Secretary

#### **Northeastern Kansas**

##### **Kansas City, Kansas, Nov. 5th**

The Northeastern Kansas Association's next meeting will be held at 2:00 p.m., Nov. 5 in the I.O.O.F. Hall, 2107 Silver Ave., Kansas City, Kansas. Charles D. Michener of the Department of Entomology, Kansas University, Lawrence, Kansas, will speak on "Bees and Bumblebees."

Meetings will be held in the hall again this winter on the first Sunday of each month. Refreshments will be served. Everyone is welcome. Plan to come.

Mrs. Bert M. Parish, Secretary

#### **Georgia Annual**

##### **Jekyll Island, Oct. 13-14**

The Georgia Association will hold its annual meeting at the Wanderer Motel on Jekyll Island, Ga., October 13 and 14. Jekyll Island is one of the more famous of the Golden Isles off the east coast of Georgia. The locale is ideal for bringing family groups. Special low rates are available to those in attendance. The meeting begins on the afternoon of the 13th and closes at noon on the 14th.

J. H. Girardeau, Jr., Secretary  
Ga. Beekeepers Assoc., Tifton, Ga.

#### **South Dakota Annual**

##### **Pierre, Oct. 14th**

The South Dakota Association will hold its annual meeting Saturday, October 14th at Pierre. The meeting is scheduled to begin at 9:00 a.m. in the Community Room of the Pierre National Bank. An interesting program has been arranged.

The meeting was scheduled at Pierre which is centrally located in the hope that more beekeepers can arrange to

attend. Anyone interested in beekeeping is most welcome.

Winston K. Ullman, Secretary

#### **Illinois State Convention**

##### **Springfield, Nov. 4-5**

The annual convention of the Illinois State Association will be held at the St. Nicholas Hotel in Springfield. A fine program is being prepared and everyone is invited.

Hoyt Taylor, Secretary  
Pleasant Plains, Ill.

#### **Texas Buzz**

##### **College Station, Nov. 13-14**

This Beekeepers' Buzz is a social gathering for beekeepers and their friends. It will be in the South Solarium of the Y.M.C.A. Building, Memorial Student Center, College Station. Program follows:

##### **Monday, Nov. 13th**

- 8:00 a.m. Registration
  - 9:00 a.m. Call to order—President Roland T. Sykes
  - 9:10 a.m. Welcoming address—Dr. J. C. Gaines
  - Response
  - 9:35 a.m. Address of the President
  - Instructions to Committees
  - 10:00 a.m. A Year of Bee Research—Dr. Nevin Weaver
  - 10:20 a.m. Beeswax—Curtis Meier
  - 10:40 a.m. The Value of Propionic Anhydride to Texas Beekeepers—Stanley Weaver
  - 11:00 a.m. Progress report on preparation plans for the National Federation Meeting to be held in San Antonio in January 1963—Walter Barth
  - 11:30 a.m. Speaker to be announced
  - Adjourn for lunch
  - 1:00 p.m. Texas Movie Premiere: "Tanganyika Beeswax"
  - 1:30 p.m. Womens Auxiliary
  - 1:30 p.m. U.S.D.A. Research at Baton Rouge—Dr. Otto Mackensen
  - 2:00 p.m. How the State Sales Tax Will Affect Beekeepers
  - 2:15 p.m. The Pause that Refreshes
  - 2:25 p.m. How does the current U.S.-D.A. Farm Program affect beekeepers—U.S.D.A. Speaker
  - 3:00 p.m. Round Table Discussion—"What do we think about Marketing Orders?"
  - 4:00 p.m. Open forum on Marketing Orders for questions to be directed to the panel.
  - 5:00 p.m. Adjournment
  - 7:30 p.m. Beekeepers Banquet
- ##### **Tuesday, Nov. 14th**
- 9:00 a.m. Reports from Representatives of Local Bee Associations
  - Report from the Ladies Auxiliary
  - Report from the Apiary Inspectors Meeting in Omaha

## The Eastern Apicultural Society Meeting



View of many of those in attendance at the Eastern Apicultural Society meeting. (Photo by Donald Clark, Willimantic, Connecticut.)

The seventh annual meeting of the Eastern Apicultural Society was held at the University of Connecticut, Storrs, August 10 to 12, with more than 250 people attending. The Connecticut State Beekeepers' Association was host and on Thursday evening treated the entire group with refreshments in honor of their 75th birthday as an association.

Capably assisted by Secretary-Treasurer Mrs. M. Louise Yates, the

meetings were presided over by President Peter J. Johnson. This large and enthusiastic group of beekeepers enjoyed everything from prepared talks to watching methods of packing hives for winter and even nailing up equipment. Each meal and each evening turned out to be social gatherings of an enjoyable nature. These were topped by a fine banquet and program the last evening of the meeting with Aylmer Jones, our Sideline

Editor, toastmastering the occasion.

Next year the E.A.S. will meet at the University of Vermont where it is hoped some of the Canadian provinces will join the society. Officers for the coming year are Enoch Tompkins, president, Shelburn, Vermont; Charles Mraz, vice-president, Middlebury, Vermont; and M. Louise Yates, secretary-treasurer, Hartford, Connecticut. (Reported by Roy Grout)

Report on the National Federation Meeting in Omaha  
10:00 a.m. Business Meeting with the election of new officers  
12:00 noon Adjournment

### International Beekeepers' Week Rome, Nov. 19-26

Apimondia, the International Federation of Associations, 101, Corso Vittorio Emanuele, Rome, Italy, through the Secretary A. Zappi Recordati, announces another International Beekeepers' Week, Nov. 19-26. Those interested should correspond with the Secretary.

### New Secretary of Agriculture and State Apiarist Appointed for Iowa

L. B. Liddy was appointed by Governor Norman Erbe as our new Secretary of Agriculture following the sudden death of Clyde Spry. Mr. Liddy has been most cooperative with the beekeepers of Iowa and is assisting in the transition of the inspection service from Iowa State University to his office.

According to President Tom Doonan, Glen L. Stanley, 1121-25th Street, Des Moines, was appointed State Apiarist by Secretary of Agriculture, L. B. Liddy, on July 14th. Glen, who is Secretary of our Association, was unopposed and was the unanimous choice of the inspectors and the Association Board as well as many of the beekeepers throughout the State. He has been a bee inspector for the past thirteen years.

(from "The Buzz," Iowa State Association)

### Vermont Meeting Report

More than 50 beekeepers and other interested persons attended an all-day meeting Saturday, August 26. It was held in the honey house of Edward Hazen of North Hero. During the business meeting the following officers were elected: President, James Warren, R.F.D., North Springfield; Vice President, Oskar Stapel, Williston; Secretary, Enoch Tompkins, Box 20A, Shelburne; Treasurer, G. Curtis Moynan, Swanton.

In the afternoon the host, Ed Haz-

en, described his method of managing his 300 colony apiary. He teaches school in New Hampshire and conducts his beekeeping enterprise during the summer vacation and holiday periods.

Winners of the Honey Contest (first and second place) were as follows:

Section comb: Harry Barrows, Ferrisburg; Leland Parmalee, Brandon.  
Light extracted: Enoch Tompkins, Shelburne; Charles Mraz, Middlebury.

Light amber extracted: Clarence Hathorn, Bethel; Clyde Wood, So. Woodstock.

Dark extracted: Oskar Stapel, Williston; Edwin LaBrake, Woodbridge, Conn.

Chunk: Earl Howard, Bethel; Enoch Tompkins, Shelburne.

Creamed: K. Manchester, Jr., Cornwall; Oskar Stapel, Williston.

Shallow frame: Earl Howard, Bethel; Clarence Hathorn, Bethel.

Beeswax: Marie Tompkins, Shelburne.

Enoch H. Tompkins, Secretary Vermont Beekeepers Assoc., Inc.



Left to right, Mamie Rickman; Esther Achtenhagen; Grace Sedlak. (Photos by Joe Sedlack.)



St. Mary's Seminary at Lemont offered excellent facilities on a rainy day.

## Illinois Field Meet

### Illinois Field Meet

The Cook-DuPage Association entertained the Illinois Field Meet at St. Mary's Seminary, Lemont, Illinois on July 23rd. As usual, the Cook-DuPage people were "on the job." Some 150 to 250 were there including, of

course, the women who took charge of the picnic lunch (served indoors due to the inclement weather).

Honey crops apparently are fairly good, some beekeepers reporting the best crop they have ever had, others only a medium crop and varying con-

ditions due to varying weather and particularly cool weather during the beginning of the flow. Outstanding was the address of M. H. Haydak attending from the University at St. Paul, Minnesota.

(Reported by M. G. Dadant)



### The 1962 American

### Honey Queen at Hamilton

The only odd thing about this picture is that each of the group must have said "cheese" when Dorothy Pickett, of the Daily Gate City, Keokuk, Iowa, snapped her shutter. Elaine Prather, the beekeeping industry's Honey Queen for 1962, stands next to Roy Grout, our Associate Editor, followed by Martha Soder, Stratford, Iowa, National Honey Queen Chairman, and Mrs. Leslie Little, Shelbyville, Tennessee, official chaperone. Elaine, a very personable and beautiful young lady, daughter of an Obion County, Tennessee beekeeper, is a student at Union University in Jackson, Tenn.

## Federation Activities

JOSEPH O. MOFFETT, Secretary, P.O. Box 855, Ft. Collins, Colo.

*Our greatest need.* What is the greatest need of the bee industry? Promotion? Research? Import Controls? No, it is organization. With a good strong organization your industry can accomplish the above goals, and many others. If we are organized, we can take the steps to promote honey, obtain money for the research bee culture so badly needs, and have

a good chance to obtain the legislation needed at least to partially control imports.

*Differences of opinion welcomed.* Everyone's support of the Federation is needed and appreciated. There are some who disagreed with the executive committee in regard to the inclusion of honey in the farm bill. The committee made their decision for what

they felt was best for the bee industry. The opinions of those who disagreed with this action are appreciated. If you don't agree with the Federation activities, join, then vote and help change them.

*Plan to attend the Biloxi convention.* Plan now to attend the convention at Biloxi. Many beekeepers make a vacation trip out of going to the

convention. They take some time before or after the meetings to see the country. Biloxi is a favorite meeting place for beekeepers and lends itself particularly well to those who want to enjoy themselves, both before and during the convention. Get a carload of beekeepers together and come to Biloxi. Meeting dates are January 21-27, 1962.

*Liability insurance program is a year old.* The liability program for Federation members was a year old on September 1. This program is in-

creasing in popularity as more members are becoming acquainted with it.

The tenth claim has been filed under the group life plan due to the passing of Mrs. Geraldine Huff, of Newberg, Ore. This makes a total of \$37,500.00 in claims paid or being processed since the start of the life insurance plan. Details on either plan can be obtained from the Federation secretary.

*Membership and Funds Continue to Increase.* For the third straight year, both memberships and funds are

increasing. Iowa's hard-driving membership chairman, Tom Doonan, says Iowa is going to replace Minnesota as the state with the most Federation members. To date, Iowa leads 83-74. However, Minnesota isn't beaten yet, and they have vowed to give Iowa a real battle for this title. Let's keep the Federation growing and help it become an organization of which we can all be proud.

Ask your fellow beekeepers to join in your organization. Minimum dues are \$5.00.

### NOW AVAILABLE FOR YOUR BEEKEEPERS' MEETINGS—

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**QUALITY ITALIAN queen bees** - summer prices - each \$1.00, 5 or more \$.90 each, 25 or more \$.85 each. A. G. Woodman Co., Grand Rapids 4, Michigan or Lena, S. C.

**QUALITY BRED Caucasian queens** bred for honey production, hardiness and gentleness. Breeders furnished by J. E. Hastings. 1-24, \$1.10 each, 24-99, \$1.00 each, 99 up, \$.90 each, all queens by air mail. Walter D. Leverte Apiaries, P.O. Box 374, Dallas, Georgia.

## FOR SALE

**INSPECTED queen rearing operation** in northern California with locations. Capacity for 1800 4-frame nuc slides, 200 colonies. 1956 1½ T. truck with loader. All necessary equipment including extracting. For sale or lease 28 x 56 warehouse with modern 1-bedroom apartment, excellent deepwell water supply. Box CBA c/o American Bee Journal.

**PROPIONIC ANHYDRIDE** will be in stock September 1. All new, Food and Drug Approved on August 2 for removing honey from bees. For free information **HUBBARD APIARIES, ONSTED, MICHIGAN.**

100 Colonies bees 2 story 10 frame good condition, no disease \$8.50 each, fifty same price. H. Peterman, 551 No. Windsor Ave., Stockton 5, California.

**FOR SALE:** Domestic Pollen, Royal Jelly. Also Pollen Supplement Dry Mix (You add water and honey). Royal Jelly Enterprises, 1017 Los Carneros Avenue, Napa, California.

**FREE CATALOG:** Cypress Bee Hives and bee supplies. Save up to 40% on hives that last. Myers Craft Manufacturing Co., Burgaw, North Carolina.

**SUPER STRENGTH 100 mg.** Royal Jelly capsules in bottles of 100 for \$10.00. Prairie View Honey Co. 12303 Twelfth St., Detroit 6, Michigan.

**ROYAL JELLY \$8.00 ounce, eight ounces \$50.00, full pound \$90.00.** Delivered Air Mail. Phillips Honey Co., P. O. Box 1506, Clearwater, Florida.

300—2½ and 2 story 10 frame colonies bees at \$12.50 each yard. W. A. Wiley, 65 Commerce St., West Point, Miss.

**GOOD VALUE:** 650 two-story 10 frame colonies, with choice permanent locations if wanted. Lots of extra equipment, including 60 solid supers of honey, Chev. truck. No disease, little drone comb, no junk. Everything goes for \$7,000. Am retiring. Tom Burleson, Colusa, Calif.

**FIVE THOUSAND brood frames \$125.** four frame Lifetime extractor \$200. Oliver Stennett, Murphys, Calif.

**ABOUT 2000 to 2500 two story 10-frame thriving healthy colonies** of bees with young queens complete with up-to-date package shipping honey and shop equipment. Exceptional year-round location in middle of "HONEY COUNTRY." Everything to go into business. Health certificates. Bargain if you want to make money. Will accept terms. Selling due to failing health. **FLOWERS BEE COMPANY, JESUP, GEORGIA.**

100 OR MORE colonies of bees. This is all 10 frame new standard equipment, with a complete line. Bright Apiary, Ruth Bright, Zumbrota, Minnesota.

**ONE HUNDRED colonies of bees** for sale, good bees, good equipment. No disease. Cash. Wm. J. Shawler, Oakland, Iowa.

## HONEY FOR SALE

**WHITE CLOVER HONEY** in sixties. Ralph Gamber, 911 State, Lancaster, Pa.

**WE CAN SUPPLY NICE white honey.** Immediate delivery. Russell Smalley, Beaver, Iowa.

**NEW FLORIDA TWIN PACK.** Two three-pound cans of your choice. Orange Blossom, Tupelo, Galiberry, or Palmetto \$3.00 postpaid. Phillips Honey Co., P. O. Box 1506, Clearwater, Fla.

**NEAR WATER white orange honey—New Crop—Florida.** Hubbard Apiaries, Onsted, Michigan.

**CLOVER CHUNK comb honey** in supers. Write Homer Flickinger, Vanderbilt, Mich.

**HONEY FROM Mexico** for sale. Campanilla (aquinaldo) honey, does not crystallize readily, excellent flavor, in 60 lb. tins \$8.00 F.O.B. Middlebury. Also individual cut comb honey (2½ oz.) in attractive cartons of 24 combs (unclassified). Delicious honey from the blossoms of orange, coffee and chalahuite. Ideal for gift packages. \$18.00 per case of six cartons, F.O.B. Middlebury. Champlain Valley Apiaries, Box 127, Middlebury, Vermont.

**CLOVER HONEY** in 60 lb. cans. Will deliver truck loads. Dorothy Kline, Fairmont, Nebraska.

275 CASES, all white and water white clover, 4¼ Beeway sections, very clean, new cases, wrapped in clear film. Harper's Clover Hills Honey, 411 W. Pearl St., Belleville, Wis.

## HONEY and BEESWAX WANTED

**WANTED:** Clover, goldenrod, and buckwheat honey. Write and send samples. Cloverdale Honey Co., Fredonia, N. Y.

**WANTED:** White clover honey in 60's preferably drums, mail samples and cash price delivered. Stoller Honey Farms, Inc., Latty, Ohio.

**WANTED—Extra white and light amber honey.** Let us ship you the containers. Sell us your honey for CASH on delivery. The Hubbard Apiaries, Manufacturers of Bee Supplies and Comb Foundation, Onsted, Mich.

**HONEY AND Beeswax wanted.** Melford Olson Honey Co., 5201 Douglas Drive, Minneapolis 22, Minnesota.

**ALL GRADES extracted honey** in 60 lb. cans or 600 lb. drums. Prairie View Honey Co. 12303 12th St., Detroit 6, Michigan.

**WRITE FOR SHIPPING TAGS** and current quotations on rendered beeswax. Any amount from one pound up bought. If you have 25 pounds or more, save 25% by letting us work it into foundation for you. Walter T. Kelley Co., Clarkson, Ky.

**EXTRACTED HONEY wanted.** Please contact Russell Smalley, Beaver, Iowa.

**BEFORE you sell your honey** or buy your honey containers see **HUBBARD APIARIES, ONSTED, MICHIGAN.**

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**BEE SUPPLIES:** Send for price list. Bee-Maid Mfg. Co., P.O. Box 61, Beloit, Wisconsin.

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**EXPERIENCED,** reliable beekeeper wants to lease bees with option to buy. Able to finance. Write Box RAM c/o American Bee Journal.

**WANTED THIS FALL:** 20-300 colonies, with or without crop. State type, condition, and price. **CLOVERLAND PRODUCTS, Route 2, Freeport, Illinois.**

**WANTED CHEAP** selling aged or old live bees, 2 lb. packages or more, beehives. Bernard Hawkins, 750 So. State St., Elgin, Ill.

**A WELL ESTABLISHED Northern** beekeeping business is interested in buying an established beekeeping, package and queen business in Georgia. Would consider supplying extra experienced beekeepers re-

quired for busy season and working with present owners for one season with an option to buy the business on completion of first season. Would appreciate receiving full description of the business, with approximate inventory of the equipment and description of the type of equipment used. Box VIM, c/o American Bee Journal.

WANTED used Bogenschutz. State age, condition and best price. Tidswell Supply Co., 2711 No. 63rd St., Omaha 4, Nebraska.

WANTED: A 12 or 20 frame extractor with honey gate and friction clutch, good condition. L. T. Dyer, Box 86, Lake Butler, Fla.

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STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACTS OF CONGRESS OF AUGUST 24, 1912 AND MARCH 3, 1933 of American Bee Journal, published at Hamilton, Illinois, October 1, 1961.

STATE OF ILLINOIS  
County of Hancock—ss.

Before me, a notary public in and for the state and county aforesaid, personally appeared M. G. Dadant, who, having been duly sworn according to law, deposes and says that he is the business manager of the American Bee Journal and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the name and addresses of the publishers, editors, and business managers are:

Publishers: American Bee Journal, Hamilton, Illinois.

Editors: G. H. Cale, Hamilton, Ill., M. G. Dadant, Hamilton, Ill., R. A. Grout, Hamilton, Ill.

Business Manager: M. G. Dadant, Hamilton, Ill.

2. That the owners are: Dadant & Sons, Inc., Hamilton, Ill.

3. That the known bondholders, mortgagees and other security holders owning or holding one per cent or more of the total amount of bonds, mortgages, or other securities are: None

Stockholders:

H. C. Dadant, Hamilton, Ill.

M. G. Dadant, Hamilton, Ill.

L. C. Dadant, Colchester, Ill.

R. H. Dadant Estate, Hamilton, Ill.

C. C. Dadant, Hamilton, Ill.

R. A. Grout, Hamilton, Ill.

Adelaide F. Larson, Warsaw, Ill.

Dorothy Dadant Irish, Colchester, Ill.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears and upon the books of the company as trustees or in any other fiduciary relation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other persons, association, or corporation has any interest direct or indirect in the said stock, bonds or other securities than as so stated by him.

(Signed) M. G. Dadant,

Business Manager American Bee Journal  
Sworn to and subscribed before me this  
9th day of September 1961.

Frances Rowe, Notary Public  
My commission expires Aug. 1, 1964

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Mahlra, Georgia

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Shippers Since 1919



## Improved Leather Italian Queens for '62

Bred for Comb Honey Production  
Raised on honey only.  
Free circular for 1962 prices included.  
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Breeding Stock for this season.  
Very sorry we were unable to supply your  
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Caucasian

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up in spring.

Your Colonies are no better than the queen  
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**SPECIAL—**  
50 queens for \$50.00 thru Oct.

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Beeswax Rendering Service

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We have plenty of queens now of both strains. Can ship  
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Either Italian or Caucasian tested—\$2.50  
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We appreciate your business.

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Producers of Queens, Package Bees and Honey  
Dadants Midnite Hybrids - Carniolan & Caucasians

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## PURE FRESH ROYAL JELLY

Quantity	Packages with Midnite Queens			Packages with Carniolan and Caucasian Queens		
	1-24	25-99	100-up	1-24	25-99	100-up
2 lb. . . . .	\$4.80	\$4.55	\$4.30	\$4.50	\$4.25	\$4.00
3 lb. . . . .	6.00	5.75	5.50	5.70	5.45	5.20
4 lb. . . . .	7.20	6.95	6.70	6.90	6.65	6.40
<b>Midnite —EXTRA QUEENS—</b>				<b>Carniolan and Caucasian</b>		
	\$1.75	\$1.65	\$1.55	\$1.45	\$1.35	\$1.25

All tested queens \$2.50. Clipped and Marked Queens 10c each.  
All queens are mated in isolated mating yards to assure pure breeding. Guaranteed  
live delivery.

## California Caucasians

Gentle and Industrious Caucasians. Hastings strain used for breeders. Bred  
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Prolific. 10% books your order - balance due two weeks prior to shipment.  
Air Mail. Ready to ship about April 15. We do not clip or mark.

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**Shoot for profit — Shoot for the STAR**  
Order STARLINE queens this season and profit



## QUEENS

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1 - 24 . . . . .	\$1.20	\$ .90
25 - 99 . . . . .	1.15	.85
100 - Up . . . . .	1.05	.75

Clipping 5c each. Marking 5c each.

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**THE**  
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Heavy Duty Thermostat. Quick Adjustment.  
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Three-banded Italians only  
Comblless packages and queens.  
Remember—Thrifty Bees are Guaranteed  
to Please.

**W. J. FOREHAND & SONS**  
FORT DEPOSIT, ALA.  
Breeders since 1892.

### BETTER BRED QUEENS

THREE BANDED ITALIANS  
Queens 70c each

the remainder of the season. We will  
not have queens after October.

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The only  
worthwhile  
Queen  
Excluder  
on the market

- Accurate spacing
- Allows maximum bee passage
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- More honey production
- No wood. No Burr combs
- No sharp edges to injure bees
- So durably made that it is permanently queen excluding and will last a life time.

We manufacture a full line of Bee Supplies. Order from our dealers or direct from our factory. Canadian-made goods are cheaper. No duty. Send for our price list. Always in the market for Beeswax. Cash or trade.

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ITALIAN QUEENS	ROYAL JELLY
1 - 24	\$1.40
25 - 99	1.25
100 - up	1.15

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85c each

10 for \$8.00

100 for \$75.00

We will be happy to supply your needs.

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ITALIAN PACKAGES  
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OUR SPECIALTY

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Choice of many: for Honey, Gentleness, Wintering

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For Dadant Midnite Hybrid Queens add 25c to the above prices.  
Queens clipped and marked at 10c each. State health certificate with  
each shipment. Live arrival guaranteed.

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We don't want  
to twist your  
arm but we do  
want you to  
renew your  
ABJ subscrip-  
tion so you  
won't miss  
any 1962  
features.

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Never before have good queens been so important.  
Serving those who demand the best.



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\$1.00

Prices —  
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90c

50 up  
80c

Caged fresh from our yards and rushed to you prepaid Air Mail.

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**THE WILBANKS APIARIES**

**CLAXTON, GEORGIA**

### Thanks To Our Customers

Thanks for your generous patronage this year. We shipped the  
largest number of queens in our history.

For 1962 remember that "GULF BREEZE" will again serve you.

**BESSONET BEE COMPANY**

**Donaldsonville, La.**

### PACKAGE BEES AND QUEENS

**WALKER-LEE COMPANY**

**LIVE OAK, CALIFORNIA**

# Crop and Market

by M. G. Dadant

## OLD CROP ESTIMATES

It appears that the Northeastern States, particularly New England, will have a better total crop than a year ago. The increase runs pretty largely through West Virginia, Maryland, the Carolinas and into Georgia. Even in New York the total probably will be a little larger than last year although western areas do not bear this out.

Across the South, including Florida, it is possible that the crop will not be quite as large as a year ago and in Arkansas and Texas, as well as Oklahoma, likely not quite up to the 1960 level.

Wisconsin, likely, will have a total this year as large as last year but extending from Pennsylvania to Ohio, Indiana, Illinois and into Michigan and southern Iowa, no doubt the crop will be a disappointment and somewhat under a year ago. Western Iowa, however, and Kansas, Nebraska and southern South Dakota are far beyond expectations and in some cases

yields have been as high as 250 to 300 pounds. This is all very fine white honey. Farther north in northern Minnesota, Dakota and extending into eastern Montana, the crops have been a very great disappointment largely due to the dry weather. Western Montana likely will have the equal of last year as also will Idaho; the western slope of Colorado being better than a year ago; the eastern slope at least as good.

Utah seems somewhat better than a year ago and Nevada at least the equal. The northern states of Oregon and Washington will do well to have as much as in 1960 and California, which had a poor crop last year, is experiencing an even worse one this year. This applies particularly to the southern California sections where drought has been the enemy throughout the year. Practically no sage or other desert flowers yielded to any extent last year and what advance has been made has been in the irri-

gated sections farther north in California. Likely Arizona will fall in the same bracket as southern California. New Mexico in its eastern sections seems to have more than a year ago.

All in all, it seems quite doubtful whether the total crop would run as much as last year although the beneficent influence of heavy crops in the prairie states and along the eastern seaboard may help to carry across. We would estimate the total would be in the proximity of what the crop was last year although we have no word yet of even estimates from the Department of Agriculture in Washington.

## FALL PROSPECTS

Not much possibilities of a fall crop of honey. There is some possibility, however, that such crop as has yielded if the earlier honey has not been gotten off, may tend to discolor to make an amber out of good white honey. In fact, the August yield of

(Please turn the page)

## Queens 65c each

BY AIR MAIL  
Bright 3-Band Italians. Highest  
quality. Safe arrival.  
TESTED QUEENS ..... \$1.50

**John A. Norman**

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Trade your wax and old  
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HAMILTON, ILLINOIS

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Dripless And Which Has A Big Capacity For Hot Honey.



This valve is made of 1" pipe fittings and due to our special design has no packing nut to give you trouble and has ample capacity for all bottling needs and even for 5-gallon cans when the honey is hot. Foot pedal attachment permits operator to handle containers with both hands. All inside parts are brass.

Cat. No. 194 BRASS SELF CLOSING HONEY VALVE,

Ship. Wt. 3 Lbs. (Parcel Post about 50c) ..... \$9.00

Cat. No. 189 Foot pedal attachment (add 25c for postage) ..... 3.00

Write for free 64-page catalog.

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**MYERS CRAFT MFG. CO.**

**Burgaw, N. C.**

fall flowers has had somewhat this effect already.

It is evident from the rains, particularly which have fallen at the time of the hurricane, have enhanced the growth of fall blooming flowers and bees in most sections throughout the Central West and East should go into winter with more stores and likely more young bees as a consequence. The drought still holds in California as it does in some of the northern areas.

We should have mentioned in our Crop Report that the eastern provinces of Canada seem to have as much as last year and in some cases, sections of Manitoba do too. Other prairie provinces, however, are quite short on account of the similar drought and even British Columbia which usually sees very little variation, is reporting about 10% less honey this year.

#### MOISTURE

As we said before, moisture is still lacking in the intermountain area, in the north plains area, in the prairie provinces of Canada and particularly along the Pacific coast even at this date of September 20. In other sections, the enhancement of moisture by the tornado after-effects have left practically the entire country with ample moisture although in some sections perhaps the subsoil moisture has not been quite what it should be. However, it has, of course, had the result of bringing honey plants into

excellent condition for enhancing fall breeding and fall fillup of brood chambers.

#### PRICES

The demand seems to be as good in a retail way as it was a year ago even though the cool weather has not yet arrived in many localities.

However, there definitely is a difference in the situation on the demand from packers and honey agencies. In other words, it is apparent that many are "holding off" to see where the market will light.

Only on the Pacific coast has there been a rather heavy demand for California No. 1 light with quantities of white honey shipments from the central and intermountain territories to take up the slack. Some sales of amber honey there have been made at 1 to 2 cents above a year ago. On the whole, however, the tendency is to "wait and see" and as a consequence a definite market has not been established. It is true, however, that the eastern markets are not to be affected by quantities of California honey as it simply is not there this year. Some reports of sales of carloads of honey at from 14 to 15 cents per pound in the Montana-

Wyoming territory but these are the exception rather than the rule and the general opinion there is that the starting price will be about 1 cent per pound less than a year ago with the possibility of an extension a little higher as the season progresses providing the demand is there and also providing there is not the competition from good white Argentine honey as we had in the late winter of last year.

As mentioned in our last report, we would favor a "wait" attitude on the part of the beekeepers themselves with an effort on their part also perhaps to create a market of their own particularly in those remote sections where the volume is not large enough for the large packer to cover thoroughly.

Amber honey seems to be in somewhat better demand than the good white honeys probably due to the fact that bakery grades are in continuous demand and do not fluctuate with the weather and the season. All in all, there is no reason why there should not be a good cleanup of the present crop of honey, as well as what has been carried over from last year but there is a very definite situation now that did not pertain a year ago when buyers and packers were eagerly in the market because their stocks were low. This year they apparently have ample stocks to carry along until the price range is somewhat better determined.

---

**Honey Wanted**—Cars and less than car. Top Prices.  
W. F. STRAUB & COMPANY  
5520 Northwest Hwy. Chicago 30, Ill.

---

#### Sagunsky Sells to Wind River

The Wind River Honey Co., Riverton, Wyoming, has purchased the commercial outfit of State Senator Walter G. Sagunsky of Sheridan, Montana. The Wind River outfit is owned by Dick Shafer and George Krause of Riverton. The Sagunsky plant which has produced more than a million pounds of honey since it was bought in 1933, has locations in three Montana counties.

Ernest W. Fair  
Boulder, Colorado

#### Stanford to Study Pesticides

A grant of \$300,000 from the John A. Hartford Foundation of New York has been given to Stanford Institute of Research at Menlo Park, California, for the study of the effects on people and animals of pesticides used on food crops. According to Dr. Dale Coulson, manager of the institute's analytical Chemistry Laboratories, there is a great need for the diagnosis

and treatment of illness resulting from pesticide problems. They hope to develop a method for rapid diagnosis of chronic pesticide poisoning in humans. The use of organic pesticides and chemicals in connection with animals and human food production has increased tremendously in recent years. This has materially increased agricultural productivity, but it also has developed a source of contamination of crops and animal tissue consumed by humans.

(From the July Bee Buzzer,  
Northeast Kansas)

#### Government Report on Bees as of July 1

It is too early to make any general report of any consequence. However, the number of colonies of bees is slightly higher than last year, namely 5,430,000 colonies as against 1961 5,517,000 colonies. This means a 2% increase. Condition of colonies runs at 86% compared to 82% last year and

the condition of nectar plants 78% as against 66% a year ago.

This may give some indication of the possibility of increased yield because of the number of bees, the condition of colonies and the condition of honey plants are better than they were a year ago.

#### Yearbook Devoted to "Seeds"

The 1961 Yearbook of Agriculture has as its title "Seeds." A book of some 600 pages, well illustrated, it gives latest recommendations on production and harvesting seeds. Naturally the honey bee is well represented as the pollinator of many seed crops. There are as well, several pictures of the honey bee as a pollinator as well as apiaries located for most effective commercial pollination. This bound book may be had for \$2.00 by addressing The Superintendent of Documents, Washington 25, D.C. We recommend it.

Todd and McGregor have a particularly interesting article on insecticides and the honey bee.

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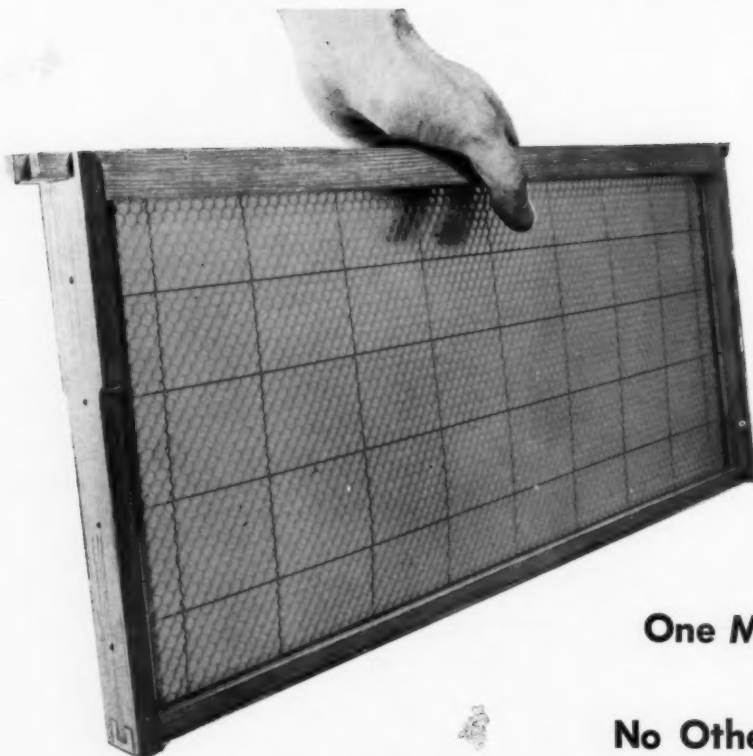
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